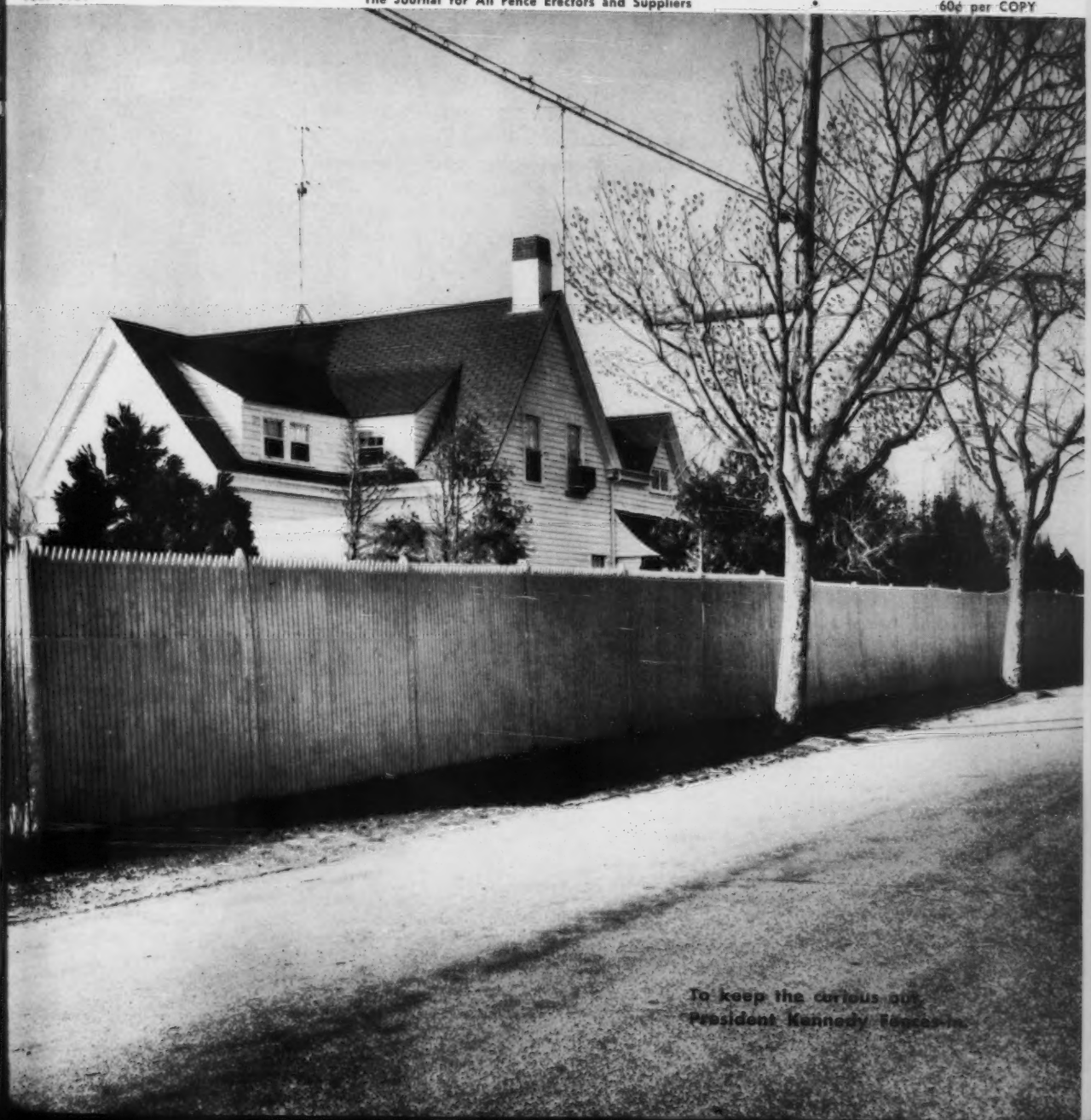
Fence Industry

TRADE NEWS

JULY 1961 • The Journal for All Fence Erectors and Suppliers • 60¢ per COPY



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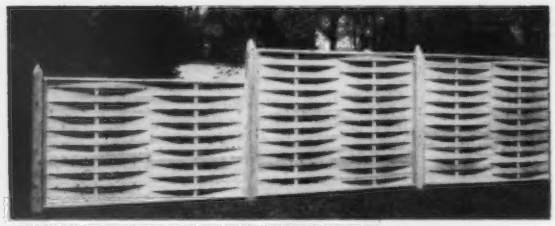

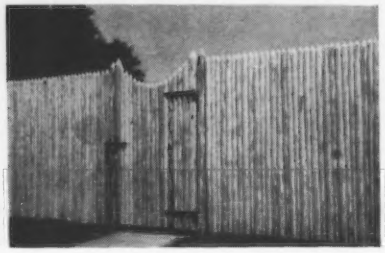

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Fence Industry
TRADE NEWS

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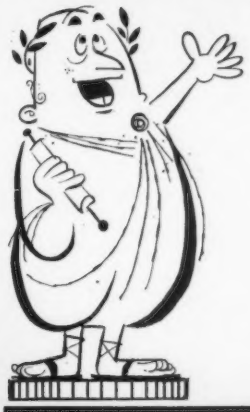

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Vol. 4
No. 7

Fence Industry
TRADE NEWS

JULY
1961

The Journal of all Fencing and Erecting

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U.S. President Fences His Summer Home — Cover
In Hyannisport, Mass., the John F. Kennedy summer home and grounds is enclosed by over 900 lineal feet of six-foot-high white cedar screen fence—crowds of sightseers made the fence imperative. It was installed early last spring by the Cape Cod Fence Co., South Yarmouth, Mass.

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NOTICE!

Closing date for all advertising and editorial matter is the 1st of the month preceding the date of issue. Omissions or errors appearing as a result of receipt of late copy cannot be construed as the fault of the publishers, nor can proofs be furnished on late copy subject to revisions or corrections.

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Income Tax Reform

GUEST EDITORIAL

By permission:
Appleton Post-Crescent, Appleton, Wis.

Everyone knows that the federal income tax machinery is a thing so huge, so complicated, as to challenge belief. Everyone knows also that it imposes tasks upon the ordinary citizen which cannot be handled by anyone excepting a lawyer or an accountant.

J. S. Seidman, a certified public accountant, who has served as a consultant to congressional committees as a member of a Hoover Commission task force, and a past president of the American Institute of Certified Public Accountants, has written an article for *Reader's Digest* warning the American public that unless it overhauls the unwieldy federal income tax system it is going to wreck the nation economically and morally.

Attacks upon the federal income tax system are becoming quite common but Mr. Seidman's is more perceptive than most. It does the public good to review some of the problems created by this tax plan in the hope of finding some way of improving it. Some of the inconsistencies mentioned by Mr. Seidman and the difficulties they bring to the taxpayer will be presented here in paraphrased form.

For example, it seems obvious that it is unfair for taxpayers with identical incomes to pay different amounts of tax. A married couple with a $6,000 income from investments in state and local government securities pays no tax at all. Their neighbors across the street who got $6,000 in long-term capital gains in the sale of stocks or property pay only $300. But still other neighbors whose income came from salary will be obliged to pay $844 or nearly three times as much.

In the world of business, private corporations must pay a 52 per cent tax before using profits to finance future operations or to pay dividends. Farm co-operatives, on the other hand, are virtually exempt from this tax although they do a $13 billion merchandising business annually. Some 700 federal government corporations valued at $262 billion pay no income tax. Oil producers have been granted a 27.5 per cent tax exemption and this form is being extended to many other industries. Thus the tax base has been narrowed until today only $167 billion of the total personal income of $383 billion is taxed.

A result is that taxpayers are seeking every method available to reduce what they consider an inequitable burden. The article points out that a corporation doing a million dollar business and making 10 cents profit on the dollar finds that every dollar it can save in taxes means over 20 times as much profit as a dollar of additional sales. So instead of attempting to produce more, many prosperous companies are out buying up concerns which are failing with huge losses in order to reduce their own taxable profits. One firm recently reported to its stockholders that "a $13 million loss it is able to carry forward on its books is the company's principal asset."

With the individual, when the personal tax rate reaches 91 per cent, it is ten times more profitable to save a dollar of tax than to make a dollar additional income. Therefore those with high incomes find it a much more profitable use of time and talent to save money than to earn it.

Again, the tax law is so patched up that an investor owning a piece of land may, if he leaves it untouched, sell it at a profit a few years later and pay only a 25 per

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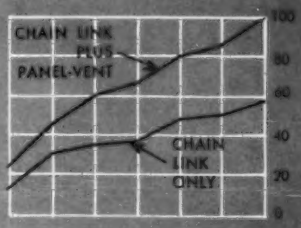

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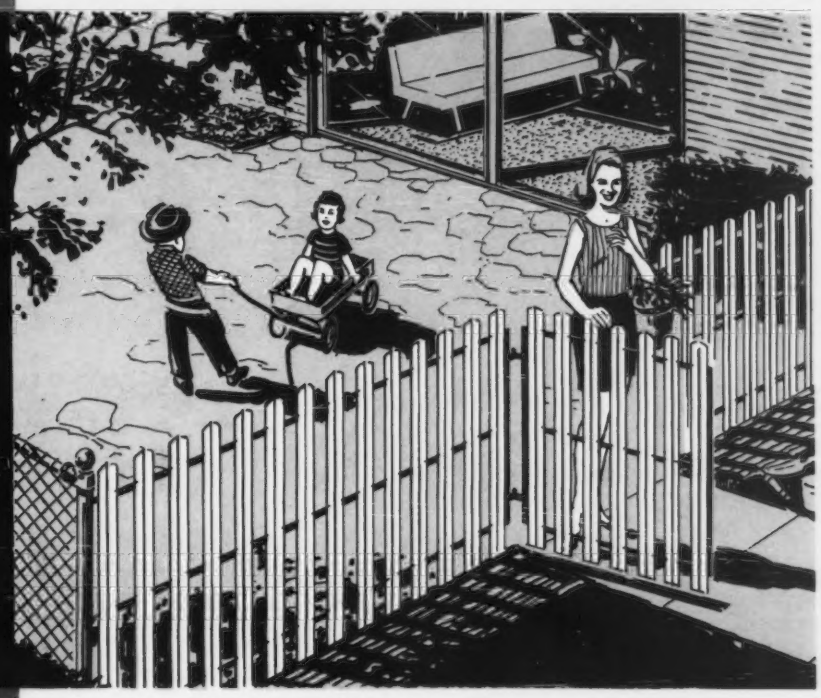

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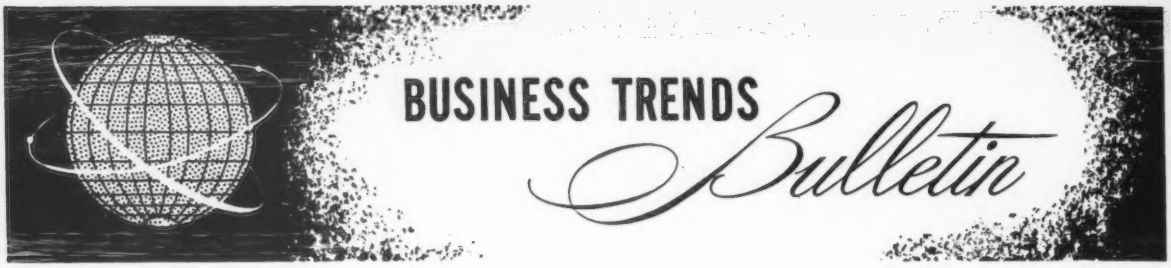

Price cuts on steel reinforcing bars, pipe, and stainless steel have taken place in recent weeks. Does this mean price cuts will become widespread? . . . Not likely, although quietly, behind the scenes, there has been more lowering of prices than appears on the surface. This has been an aid to some manufacturers of finished goods.

On the consumer level, the long-range movement of prices has been steadily upward for many months, and only competition will affect any appreciable change . . . In the fence industry, where strong competitive selling has held down prices, there is little likelihood of any change in this trend.

Tough competition in fencing persists. Reports of exceptionally strong competition have come from dealers in scattered parts of the country, especially in west and southwest. Small independents report "fantastically low" prices quoted by large-volume dealers with "tremendous" buying power. It is the old, old story—survival in the face of what amounts to price wars. Only apparent solution for independents: accent on service, quality; meeting competition with their own low-price line.

Industrial output gains in recent months have been a dominating indicator of upswing from the 1960-61 recession. During first several months of the year, Federal Reserve Board's Index of Industrial Production stood at 102 percent of 1957 average. In April 1961, the figure moved to 105, in May to 108, and it is expected to move higher in June. In January 1960, the Index stood at 111. That point is expected to be reached before the end of '61.

In longer perspective, here are the indications on the movement of the Index of Industrial Production. Even if Index increases to 117 or 118 during 1962, that would be a moderate rather than a strong recovery from the recession's low of 102—15 or 16 percentage points above the low, and six or seven points above the expected high for '61. Fact is, unless Index for '62 shows a strong upward pull, it could mean "leveling off" period for next year and set the stage for another recession in late '62.

One business index has come under fire in recent months. It is GNP—Gross National Product—the total output of the nation's goods and services. This is because it reflects government as well as private spending. GNP, which reached an approximate $500 billion annual rate in '60, is expected to average a $515 billion rate for '61. This means that for the last quarter of this year, the rate may have to approximate $530 billion.

Predictions made by Treasury Secretary Dillon, therefore, are being greeted with mixed feelings. Regarding the eight percent growth in GNP which he envisages ('62 over '61), this requires that annual rate to reach $555 billion in '62. How much of this dollar volume would be government spending is anyone's guess.

Favorable straws in the wind for businessmen. (1) Hints of a possible tax reduction from Treasury Secretary Dillon. (2) A good chance that a more liberal depreciation law will be written into tax regulations . . . There has been particularly strong feeling that U.S. depreciation regulations need to be overhauled—to give U.S. businessmen at least an equal break with the numerous more liberal foreign regulations on depreciation.

Consumer spending rose in May to $18.1 billion, up from $17.9 billion in April. But total consumer sales in May fell two percent short of May '60 volume . . . Consumer credit is holding steady rather than rising, but this is considered healthy—will result in more sales later in year . . . Personal income climbed in May for third consecutive month to $413.7 billion level—$7 billion more than the February '61 recession low . . . Homebuilding increased in May, but was still three percent below year-ago.

LETTERS TO THE EDITOR

Two Importers Reply to CF&I

Sirs:

We feel that your cover on the May issue and your article on imports is either in poor taste or lack of knowledge of the fence industry. I believe if you will check with other than the few integrated steel mills making fencing products, you will find that the fence manufacturers are using at least 90 percent of their total product in imported goods.

We are one of the many firms that have furnished quality products to the fence manufacturers over many years at fair prices. There is no doubt in our mind that any time the domestic mills care to meet our price and reduce their margin of profit they can do so with ease. As many fence manufacturers will state, they only wish they could operate their business on 50 percent capacity and show the handsome profits that the steel companies are showing.

It is my suggestion that you check the facts a little more thoroughly, and I think you will find that imported goods have been a tremendous assistance to the fencing industry.

Arthur Nichols Arthur Nichols Co., Inc.
3927 Essex Lane Houston 27, Tex.

Sirs:

I am not in competition with Mr. Franz of The Colorado Fuel & Iron Corp., so I think I can talk about the subject (of imports) objectively. I think his presentation (May issue) is full of holes and needs answering. I believe if Mr. Franz really understood and really meant what he said in the paragraph on page 18 headed, "Now we are being challenged," he wouldn't be crying about the situation, but he would be doing something about it instead.

Foreign trade is here to stay, because it is good for us. Foreign trade makes more business for our American workers, because we export more than we import, and there is a net gain for the American worker from this exchange.

Foreign competition is also here to stay. We can overcome foreign competition just like we overcome domestic competition—through ingenuity and innovation, and through technological superiority, research and development. There are other ways as well.

I can't get too worked up over the fellow who cries about foreign competition. Either he is not doing what could be done to meet the competition, or else he is in an uneconomic line of endeavor and should change to other products and other fields where he might have a greater advantage.

David L. Moore Rattancraft of Calif.
1933 S. Broadway, Los Angeles 7, Calif.

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Guard Rail and Woven Wire Fence Specifications

The requirements of state highway engineers are strict and specific on both materials and construction—and this includes guard rail and fencing. Herewith are verbatim specifications for guard rail (construction) and woven wire fence, released by the Michigan State Highway Department. Specifications for steel and aluminum chain link will be published later.

6.13 GUARD RAIL—GUARD POSTS

6.13.01 DESCRIPTION:

This work shall consist of constructing, reconstructing, and erecting guard rail and guard posts in accordance with details shown on the plans.

Cable guard rail shall consist of the number of lines of wire cable shown on the plans, supported by preservatively treated wood posts, untreated wood posts or steel posts, as specified. Preservatively treated wood posts shall be used, unless otherwise specified.

Steel beam guard rail shall consist of a single steel beam, supported by preservatively treated wood posts or by steel posts, unless otherwise provided.

Double steel beam guard rail shall consist of two lines of steel beam guard rail, each line supported on opposite sides of preservatively treated wood posts or of steel posts, unless otherwise provided.

Salvaged cable guard rail shall consist of resetting and painting existing cable guard rail, including cable, posts and fittings, in accordance with the specifications herein for cable guard rail.

Salvaged steel beam guard rail shall consist of resetting and painting existing steel beam guard rail in accordance with the specifications herein for steel beam guard rail.

Reconstructed cable guard rail shall consist of placing salvaged cable and fittings on new posts and erecting and painting the guard rail in accordance with the specifications herein for cable guard rail.

Reconstructed steel beam guard rail shall consist of placing salvaged steel beams and fittings on new wood or steel posts, as specified, and erecting the guard rail in accordance with the specifications herein for steel beam guard rail.

Guard posts shall consist of erecting and painting wood posts, unless otherwise provided, in accordance with the specifications herein for placing posts and painting posts.

Salvaged guard posts shall consist of resetting and painting existing guard posts in accordance with the specifications herein for placing posts and painting posts.

6.13.02 MATERIALS:

The materials shall meet the requirements specified in Division 7 (See above).

6.13.03 CONSTRUCTION METHODS:

(a) Preservative Treatment of Wood Posts and Anchors.—Wood posts and anchors shall be treated by the Pressure Empty-Cell Process or the Pressure Full-Cell Process, as specified under Timber and Lumber, 7.12. The preservative materials shall be creosote oil, pentachlorophenol-petroleum solution, Osmosalts or Tanalith (Wolman Salts). The preservative material used shall be optional with the Contractor unless otherwise specified.

(b) Placing Posts.—The post holes shall be dug to the depth and in the position shown on the plans, and the bottoms shall be thoroughly rammed so that the posts will have a stable foundation. A tolerance of plus or minus 3 inches will be permitted in the depth of the holes for wood posts, provided that the exposed portions of the posts shall be of the dimensions shown on the plans. Posts shall be selected with respect to size so as to present a pleasing appearance after placing. The posts shall be set plumb, and the holes shall be backfilled with sound earth thoroughly rammed in layers in such a way as not to displace the posts. Round posts shall be set with the small diameter at the top.

After the wood posts are set, the tops shall be cut and beveled, and the required holes shall be bored at the proper elevations. The holes in the untreated posts shall be thoroughly coated with the specified paint before cable or fittings are placed. All field holes, cuts and abrasions in posts that have been preservatively treated shall have the newly exposed surfaces treated with at least two brush coats of the preservative used for treating posts.

Steel posts shall be placed true to the required line and grade.

(c) Placing Cables, Rail Elements, Fittings and Anchors.—The cables, rail elements, fittings, anchors and other parts of the guard rail shall be placed and fastened as shown on the plans. The cables or rail element shall be erected to produce a smooth, taut rail, closely conforming to a line and grade parallel to the pavement.

The steel beam rail elements may be furnished in lengths to cover either one or two 12′-6″ panels of guard rail, plus sufficient length to provide the required lap-splice at each end.

The rail elements shall be bolted to each post, and splices shall be made by lapping in the direction of traffic. Splices shall be made only at posts. The holes in the plates shall be slotted to facilitate erection and to permit expansion. Where the rail is on a curve, the plates at the splice shall make contact throughout the area of the splice, forming the beams before erection, if necessary.

On roadways with two-way traffic, the end panel of beam guard rail at both ends of each section of guard rail shall be shop bent to the radius shown on the plans. On roadways with one-way traffic, the end panel of beam guard rail on both sides of the roadway at the entering end shall be shop bent to the radius shown on the plans.

For installation on curves of 150-foot radius or less, single panel length rail elements shall be shop bent to the radius shown on the plans. For installation on curves of 300-foot radius or less, double panel length rail elements shall be shop bent to the radius shown on the plans. The beams shall be fabricated and ready for assembly when received.

All bolts shall be drawn tight and shall be sufficiently long to extend at least ¼ inch beyond the nuts. Except where required for adjustment, bolts shall not extend more than ½ inch beyond the nuts.

The anchors for the anchor post and anchor rod shall be buried in the position shown on the plans. Where possible, the earth between any type of anchor and the anchor post shall not be disturbed any more than is necessary to install the anchor rod.

(d) Braced End Panels and Special Ends.—Braced end panels and special ends shall be constructed in accordance with the design shown on the plans. The connection between the end springs or rail element and the anchor

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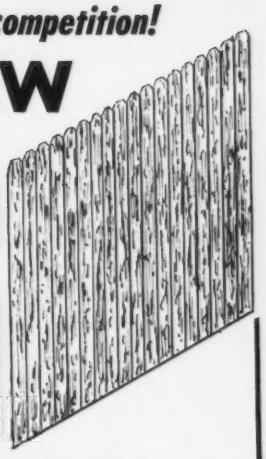

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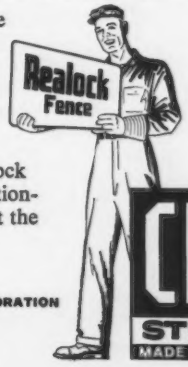

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SPECIFICATIONS—from Page 8

post, and the requirements for anchor rod, anchor, turnbuckle and their connections shall all conform to the respective requirements as specified for standard end anchorages for the particular type of guard rail used.

(e) Intermediate Anchorage and Take-Up.—The maximum length between anchorage shall be no greater than the maximum length of guard rail which can be properly erected and adjusted with the end take-ups.

For cable guard rail, the distance between anchorages shall not exceed 500 feet unless otherwise specified. The intermediate anchorages shall divide the length into approximate equal divisions.

(f) Field Painting.—All surfaces to be painted shall be cleaned and shall be dry when the paint is applied. Each coat shall be thoroughly brushed out and allowed to dry before the succeeding coat is applied. No painting shall be done in damp weather, nor when the air temperature is below 40 F.

Posts.—Unless otherwise provided, wood posts for cable guard rail that are not preservatively treated shall be painted with a black cap and stocking according to the dimensions shown on the plans, using a priming coat and a second coat of Black Paint, No. 17A. The remaining portion above the ground line shall be painted with a priming coat and a second coat of White Paint, No. 6B-4.

Steel posts for cable guard rail shall be painted as specified herein for wood posts with two coats of White Paint, No. 6B-4, and Black Paint, No. 17A.

Pressure treated wood posts shall not be painted.

Steel posts for steel beam guard rail shall be painted two coats of Black Paint, No. 17A.

6.13.05 METHOD OF MEASUREMENT:

Cable Guard Rail, Salvaged Cable Guard Rail and Reconstructed Cable Guard Rail will be measured by length in lineal feet, from end post to end post, to the nearest 10 feet, including intermediate anchor panels and braced end panels.

Steel Beam Guard Rail, Double Steel Beam Guard Rail, Salvaged Steel Beam Guard Rail and Reconstructed Steel Beam Guard Rail will be measured by length in lineal feet (based on 12½ foot panels, center to center of posts) parallel to the face of the rail element from end to end of end shoes.

Guard Posts, Salvaged Guard Posts, Braced End Panels and Cable Expansion Take-ups will be measured as units.

6.13.06 BASIS OF PAYMENT:

"Cable Guard Rail," "Salvaged Cable Guard Rail" and "Reconstructed Cable Guard Rail," of the number of cables specified, will be paid for at the contract unit price per lineal foot, which price shall be payment in full for furnishing the materials, excavation, backfilling, disposing of surplus material, treating of posts, erecting, painting and constructing the guard rail complete.

"Steel Beam Guard Rail," "Double Steel Beam Guard Rail," "Salvaged Steel Beam Guard Rail" and "Reconstructed Steel Beam Guard Rail" will be paid for at the contract unit price per lineal foot, which price shall be payment in full for furnishing all material, including curved panels and end shoes, excavation, backfilling, disposing of surplus materials, treating the posts, erecting, and constructing the guard rail complete. End shoes will not be paid for separately as such, but their net length will be included in the length of Steel Beam Guard Rail.

"Guard Posts" and "Salvaged Guard Posts" will be paid for at the contract unit price each, which price shall be payment in full for all excavation, backfilling, disposing of surplus materials, furnishing the materials, treating of posts, painting and erecting the guard posts.

"Braced End Panels" will be paid for at the contract unit price each, which price shall be payment in full for all excavation, backfilling, disposing of surplus material, furnishing the materials, treating the posts, erecting, painting and constructing the end panel in excess of that required for a standard end panel.

"Cable Expansion Take-ups" will be paid for at the contract unit price each, which price shall be payment in full for furnishing the materials, installing and painting the units complete.

7.22 Fencing Materials

7.22.01 GENERAL REQUIREMENTS:

This specification covers materials for use in property and right of way fences.

7.22.02 SAMPLING AND TESTING:

Sampling and testing shall be done in accordance with the methods prescribed in the ASTM Specifications applicable to the material referred to herein or in accordance with standard recognized practice.

7.22.03 SPECIFIC REQUIREMENTS:

(A) Woven Wire Fence

1. Woven Wire Fabric.—The fabric shall conform to the requirements for No. 11 Farm Fence, Design Number 1047-6-11 of the current Specifications for Zinc-Coated (Galvanized) Iron or Steel Farm-Field and Railroad Right-of-Way Wire Fencing, ASTM Designation: A 116 and the following requirements: The minimum weight of galvanizing shall be Class 1 as specified in Table I and Table II, ASTM A 116, and the over-all width of the fabric shall be not less than 46½ inches.

2. Barbed Wire.—The barbed wire shall be of the 4-point pattern composed of two strands of No. 12½ gauge wire or heavier with large barbs placed not more than 5 inches apart. It shall be galvanized and conform to the requirements for Class 1 of the current Specifications for Zinc-Coated (Galvanized) Iron or Steel Barbed Wire, ASTM Designation: A 121.

3. Smooth Line Wire.—The line wires shall be No. 9 gauge (0.1483-inch diameter) galvanized iron or steel wire conforming to the requirements of the current Specifications for Zinc-Coated (Galvanized) Iron or Steel Farm-Field and Railroad Right-of-Way Wire Fencing, ASTM Designation: A 116. The weight and uniformity of the zinc coating on the wire shall be as specified for Class 1 of the above ASTM specifications.

4. Metal Posts.—The steel used in the metal posts and braces shall be new billet steel conforming to the requirements for hard grade steel of the current Specifications for Billet-Steel Bars for Concrete Reinforcement, ASTM Designation: A 15 or for rail steel of the current Specifications for Rail-Steel Bars for Concrete Reinforcement, ASTM Designation: A 16.

Line Posts.—The line posts shall be of an approved section, 7 feet long, and shall weigh not less than 1.33 pounds per lineal foot of the finished post exclusive of ground plates. The posts shall be notched or studded and provided with a suitable anchor plate. The posts shall be covered with a heavy coat of approved weatherproofing paint satisfactorily applied. Each post shall be furnished with not less than seven galvanized wire clamps.

End, Corner, Gate, Intersection and Intermediate Braced Posts.—The end, corner, gate, intersection and intermediate braced posts shall be nominal 2⅜ inches, outside diameter, steel pipe or tubing, weight 3.65 pounds

MORE—Page 12

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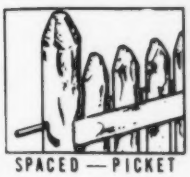
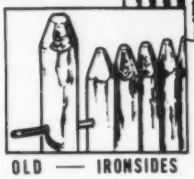

SPACED — PICKET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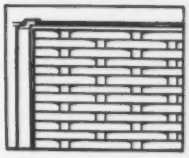

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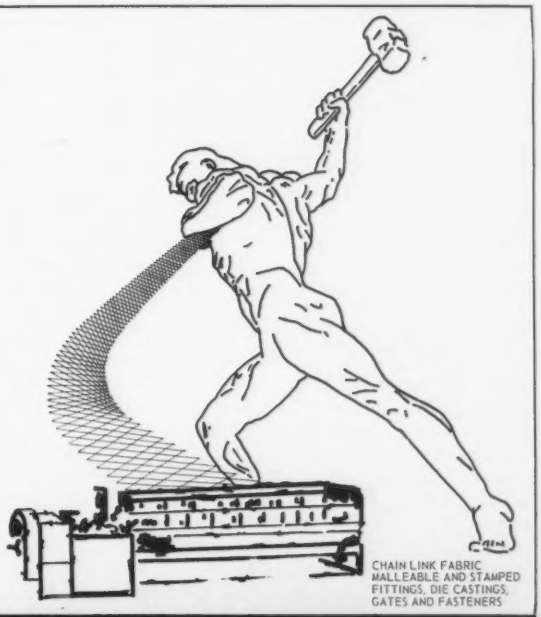

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SPECIFICATIONS—from Page 10

per lineal foot, or angle section nominal 2½" x 2½" x ¼", weight 4.1 pounds per lineal foot. The posts shall be 8 feet long unless otherwise specified. For pipe or tubular section posts, the outside diameter shall not be smaller than one per cent less than the specified nominal diameter, and the weight shall be not less than 5 per cent under the specified weight per lineal foot.

The posts shall be furnished complete with the necessary fittings and braces. The post braces shall be nominal 1.90 inches, outside diameter steel pipe, weight 2.72 pounds per lineal foot or steel tubing 1.75 inches outside diameter, weight 3.13 pounds per lineal foot, or angle section nominal 1¾" x 1¾" x ¼", weight 2.77 pounds per lineal foot, or angle section, nominal 2" x 2" x 3/16", weight 2.44 pounds per lineal foot. The pipe and tubular braces shall weigh not less than 5 per cent under the specified weight and of sufficient length to support the posts adequately. Each end or gate post shall be furnished with at least one brace. The corner and intermediate braced posts shall have at least two braces. Intersection posts shall have three braces.

Angle posts and braces shall weigh not less than 2.5 per cent under the specified weight per lineal foot.

The posts, braces and fittings shall be covered with a heavy coat of approved weatherproofing paint, satisfactorily applied.

5. Wood Posts.—All wood posts shall be made from cedar, oak, or other approved wood. The posts shall conform to the detailed requirements specified for guard rail posts under Timber and Lumber, 7.12.03-d except that shaving to remove all the inner bark and preservative treatment will not be required. They shall be peeled their entire length, knots closely trimmed and both ends sawed square. The term "peeled" as referred to herein means that all outer bark shall be removed from the surface of the post. The posts shall be of the dimensions given below.

Line Posts.–The line posts shall be 7 feet long and not less than 4½ inches in diameter at the small end.

End, Corner, Gate, Intersection and Intermediate Braced Posts.–The end, corner, gate, intersection and intermediate braced posts shall be standard 8-inch posts. They shall be 8 feet in length.

6. Gates.—The gates used for driveways and walks shall conform to the following requirements:

Driveways.–Drive gates shall be of the single swing type, 54 inches in height and shall provide a 16-foot opening.

The gate frame shall be formed of nominal 1 5/16 inches outside diameter galvanized steel tubing and so braced as to prevent sag. All joints shall be welded or otherwise substantially fitted to form a rigid and water-tight frame.

The gate frame shall be filled with fabric meeting the requirements for fabric as specified herein.

The gates shall be furnished complete with approved hinges, latches and auxiliary braces as required.

Walks.–Walk gates shall be 4 feet wide and 48 inches in height.

The gate frame shall be formed of one inch minimum outside diameter galvanized steel tubing so constructed and fitted to form a rigid and water-tight frame.

The gate frame shall be filled with fabric meeting the requirements for fabric as specified herein.

The gates shall be furnished complete with approved hinges, latches and auxiliary braces as required.

6.33.03 Construction:

(a) Clearing and Cleaning Fence Line.—All old fences not specified to be salvaged, trees, brush, stumps, logs and other debris which would interfere with the proper construction of the fence in the required location shall be removed before starting fencing operations. The materials so removed shall be disposed of as specified under Clearing, 2.01, and Grubbing, 2.02, or as otherwise directed by the Engineer.

Woven Wire Fence

(b) Setting Posts.—The line posts shall be spaced not more than 16 feet 6 inches center to center of posts. The line post adjacent to any end, corner gate or intermediate braced post shall be spaced not more than 10 feet center to center. When the distance between end, corner or gate posts exceed 660 feet, intermediate braced posts spaced not more than 660 feet apart shall be placed to relieve the strain. Angle posts shall be installed where there is a deflection of 30 degrees or more in the alignment of the fence. An intersection post shall be set in line with intersecting fences and braced in line with the intersecting fence. The intersecting fence shall be connected to the intersection post.

Line posts shall be set 2 feet 6 inches in the ground and end, corner, gate or intermediate braced posts shall be set 3 feet 6 inches in the ground. Holes for wood posts shall be dug to full depth. A tolerance of plus or minus 3 inches will be permitted in the depth of the holes for

MORE—Page 21

INCOME TAX REFORM—from Page 4

cent capital gains tax. On the other hand, if he improves the land he may be penalized for his initiative. Unless he is able to comply with what the author calls a "staggering list of technicalities" any profit he makes may be classified as regular income.

As a result of this jumbled up law, three million taxpayers find they must employ the services of at least 80,000 lawyers, advisers, or certified public accountants to lead them through the maze. That this help is necessary is well illustrated by the fact that an Internal Revenue Service employee once took a deduction on his own tax bill with the comment, "I know my expenses are deductible under this regulation, I helped to write the regulation myself."

Nevertheless he was overruled and obliged to pay the additional tax. Mr. Seidman says the law has "too many loopholes; the law is too complicated; rates are too high; enforcement is inadequate." He favors the proposal of the American Institute of Certified Public Accountants which seeks to have the income tax law overhauled. They have proposed a national nonpartisan commission that can do the job devoid of the day-to-day political pressure that beset members of Congress.

They point out that a simply written law with rates ranging from 14 per cent to 64 per cent would turn in as much money to the treasury as the current law does. At the same time, says Mr. Seidman, such a law would relieve us of much of the drain of time and energy devoted to taxes and enable us instead to get on with the job of expanding our economy. But, he said, we are not going to get any such overhaul unless enough of us get sufficiently aroused to demand this action.

He is joined in this proposal by Rep. Wilbur Mill, chairman of the House Ways and Means Committee, who is quoted as saying that the present income tax system is having a deterring effect on employment, economic stability and growth.

"The attainment of a fair and equitable tax system that is easy to enforce, conducive to sustained growth, will require more than sponsorship by a committee of Congress", he says, "and can be realized only by the full and active support of the public generally."

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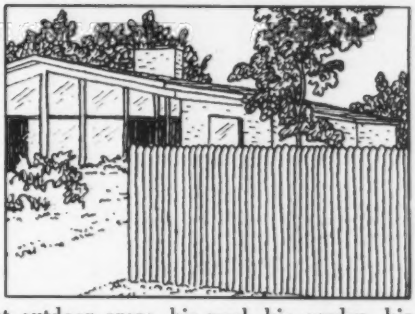

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UNEXPOSED

Charles F. Schreiber of Dow Chemical Company's Electrochemical Research Department indicates the results of testing magnesium additions to hot-dip galvanizing baths. A symposium on the subject was attended by representatives of the zinc industry.

Over a six-year period, The Dow Chemical Company has been gathering data on the addition of a zinc-magnesium alloy to hot-dip galvanizing—results proved successful.

"We at Dow Chemical believe that our news is good for the galvanizing industry. We have found something new, something better in galvanizing coatings." This was the comment of John A. Heath, of the Metal Cleaning Department, The Dow Chemical Co., Midland, Mich., at a recent company-conducted symposium.

Attending the symposium were representatives of eight zinc producers, the American Zinc Institute, and the Canadian Bureau of Mines. Technical experts and sales managers came to the conference from New York, Pennsylvania, West Virginia, Ohio, Texas, and Oklahoma. They were shown two methods of adding magnesium to a hot-dip galvanizing bath.

At the W. R. Veazey Research Center, Freeport, Texas, a practical galvanizing demonstration was conducted by Heath at Dow's own galvanizing kettle. He showed how ingot magnesium could be added directly to the bath, and he also demonstrated how the same results could be achieved through the addition of a zinc-magnesium alloy.

"We think," he said, "that the use of an alloy containing 97 percent prime western zinc and three percent magnesium offers the most practical method of obtaining the improved corrosion protection. The alloy simplifies the process because of the ease with which it can be added to the bath. All that is necessary is to put it in and let it melt."

Data gathered by the chemical firm, which has been evaluating the magnesium additive for six years, indicates 20 to 90 percent improved corrosion protection in industrial-marine environments, when 0.04 and 0.05 percent magnesium is present in the galvanizing bath.

In addition to discussing data and observing Heath's demonstration, the zinc representatives toured Dow's magnesium production facilities, and inspected corrosion test coupons at one of four racks where Dow has exposed panels galvanized with various combinations of magnesium and aluminum. Dow's testing indicates the most attractive coatings are produced with a magnesium concentration of 0.03 to 0.05 percent, and an aluminum concentration of 0.003 to 0.005 percent.

It was stressed that better corrosion protection was the overriding objective in the six-year program. This was sought primarily for Dow's own galvanizing, but the zinc-magnesium process has attracted wide industrial interest because of the drastic improvement indicated by Dow's data.

Representatives of zinc industry inspect test rack at one of four sites where Dow Chemical has been evaluating magnesium as an additive for hot-dip galvanizing. Dow's testing in an industrial-marine environment indicates a 20 to 90 percent improvement in erosion protection when some magnesium is added to the galvanizing bath.

Part of the moving stock—trucks and cars—which allows Crest Fence to ably serve Denver and much of Colorado. The operations building is shown on left, while the large building on right is used principally for storage. Dirt loaders, trailers, boom trucks, are not shown.

Aggressive Selling Builds Dealer's Volume

Veteran fence man William J. Carlile knows he has to sell aggressively because the number of fence firms in Denver has increased far more than the population of the city itself.

The potential market for fencing grows with a community—all fence dealers know this, but not all of them promote and sell fences as aggressively as does the firm established in early 1959 by William J. Carlile and known as Crest Fence Co., 4405 E. Evans, Denver 22, Colo.

"When I first became associated with the fence industry 25 years ago," reminisces Carlile, "Denver had just 300,000 people and a suburb with as many as 2,000 persons was big. The surrounding prairies were wonderful playgrounds for jackrabbits. Today, Denver has 494,000 residents, and the five-county metropolitan area, including Denver, has in excess of 800,000. The unoccupied land I remember is filling with homes and industries—and all can use good fencing."

In 1936, according to Carlile, there were only two fence dealers in the Denver area, which made the business look mighty enticing. Today, there are 18 fence dealers. "We are sorry to say," Carlile comments, "that our area population has not increased nine times, also."

Since this veteran fence contractor looks at the growth of his city in terms of homes and businesses needing fences, it is obvious that his faith in still further metropolitan expansion is proven by his willingness to start a new fence company despite vigorous competition.

In January 1959, Carlile launched Denver's newest fence installation firm—Crest Fence Co. Within a short term, he was in charge of an experienced sales force, and a fully-trained installation crew. The speed with which the company developed is no doubt traceable to the fact that between 1936 and 1960, Carlile gained broad experience in fence installation work. He declares with a grin that he has done almost every possible kind of work in this connection, from digging post holes, to supervising crews, to owning and managing businesses.

Since he started Crest Fence on its way, the firm has enjoyed a steady increase in sales volume. "Since we started more or less from scratch," says Carlile, "naturally the only direction volume could go was up. However, the growth of business has been substantially aided by the terrific growth of the Denver Metropolitan area, and of other communities in which we do business. We have an expanding, growing market in Colorado—one little affected by the recent recession. Every new house, every new school or business is a potential fence customer—and we go after them."

"Going after" customers involves the gamut of selling and promoting. The firm has trained sales representatives within a 100-mile radius of Denver, from Pueblo on the south, past Cheyenne (Wyo.) on the north. In addition to the sales representatives, Crest employs 10 full-time salesmen, who can offer a full line of residential, institutional, and industrial fencing. In the residential field, chain link and wood fencing are about evenly divided in the dollar volume of business. Direct solicitation by this Crest sales staff is a key method for developing business.

MORE—Page 18

William Carlile, president, and Joe Gross, vice president, Crest Fence Co., are here pictured in the firm's outside display area.

An actual photo of the diamond link fence, installed in 1897 on the Jacob Zehr farm by Hohulin Brothers—it was their first order.

The Hohulin Family: 64 Years of Fencing

Fabric-weaving of chain link fencing on one of the oldest known machines for that purpose marked the beginning of the Hohulin Brothers entry into the fence field. They are still active today as fabricator-erectors of chain link fencing in central Illinois.

One of the oldest, if not the oldest (and still active), makers of chain link fence fabric is located about 20 miles southeast of Peoria, in Goodfield, a tiny hamlet in mid-central Illinois—present population about 300. There, in the year 1893, Sam Hohulin and his two brothers, John and Tim, purchased the hardware, implement, and blacksmith shop of Haecker & Schumacher, and began business as Hohulin Brothers.

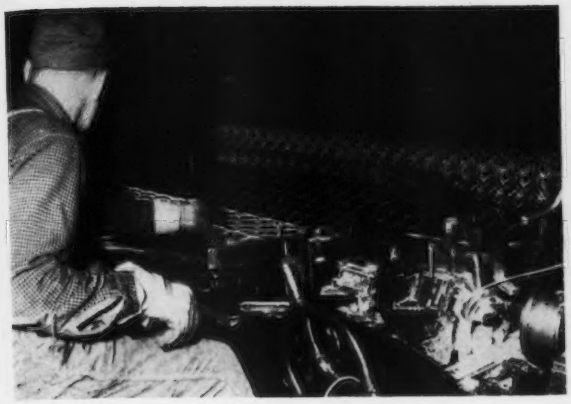
Today, almost 70 years later, Hohulin Brothers is still owned and operated by six Hohulin brothers—all sons of the Sam Hohulin who was one of the founders. Eli Hohulin is the office manager; John R., the mechanic and weaver; Ben, the shop manager; Chris and Lawrence, the erectors; and Ed, the sales manager.

Fencing became part of the Hohulin business in 1897—but the background to this story really begins in 1880. That year a man named Jacob Schneider, who had invented a fence weaving machine in Switzerland, emigrated to the United States. In 1888, he manufactured and erected a chain link wire fence for the farm of Gottlieb Hohulin, grandfather of the present six Hohulin brothers.

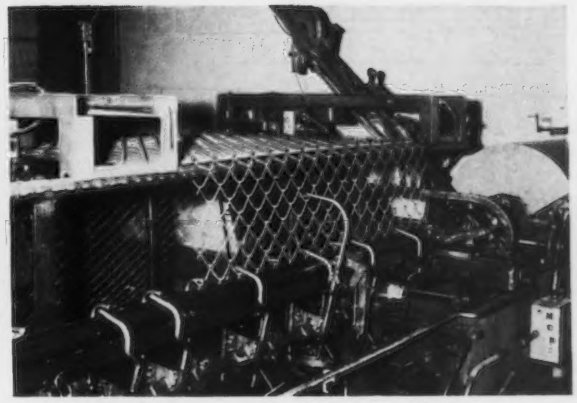
When, in 1897, the three original Hohulin brothers set out to buy a fabric-woven fence but could find none to buy, they remembered the fence on their father's farm. A little asking around uncovered the fact that the Martin Brothers, in Roanoke (about 15

MORE—Page 17

Left, a Hohulin installation of "diamond" link, made in 1905 and still standing in Goodfield, Ill. Corner post in foreground is shown in close-up of construction detail at right. No concrete was used to set posts—they were anchored with one imbedded plate, and one surface plate, into latter of which center bar was inserted after being pushed through the woven mesh of the fabric.



This hand-operated chain link fabric weaving machine, not unlike the one used to make the "diamond link" fabric of 1905, is used today by the Hohulin Brothers for short runs and for special jobs, such as weaving six gauge chain link fabric for commercial use.



One of the modern two-spiral automatic chain link fabric weaving machines designed and built by Hohulin Brothers. The first fence weaving machine used by the company was made by Jacob Schneider, who invented it prior to his emigration to the U.S. in 1880's.

THE HOHULIN FAMILY—from Page 16

miles from Goodfield), had in their possession the chain link fence weaving machine that Schneider once owned. So the Hohulin boys purchased this small fence weaving machine from the Martins for the round sum of $50, and hauled it home in a top buggy.

The hand-operated machine was set up in the attic of the Hohulin blacksmith shop. This was the beginning of a thriving business. On April 27, 1897, the first order for fencing is recorded in the still existing company ledger—it was for 396 feet of 48-inch fence and one gate, sold to Jacob Zehr. Cost: $26.90. The accompanying photograph of this "diamond link" fence (as it was then called) reveals how very similar it is to today's chain link.

In the ensuing several decades, the fence business grew with considerable acceleration. About 1907, the brothers sold the blacksmith-implement-hardware shop and turned to fencing exclusively. In 1917, they built and moved into their present plant and offices. It is an 80 x 150 foot structure, with a siding (Nickel Plate Railroad) and a loading platform the length of the building.

For about 35 years, most of Hohulin's fabricating was done for other fence companies. During World War I, for example, the Hohulin plant operated day and night. Wire was shipped in carload after carload, and fabricated fence went out the same way—all over the country, and exported as well.

Since World War II, Eli Hohulin points out, with the great increase in the number of fabricators and the high shipping costs, the nature of the chain link manufacturing business has changed—it is now regional much more than it is national.

Today the Hohulin Brothers are still manufacturers, but practically all of their output is for their own use.

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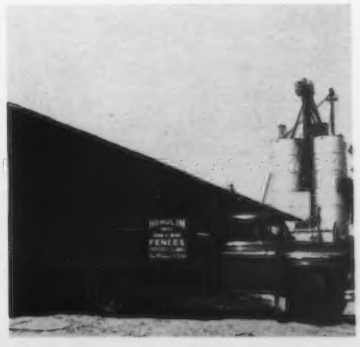
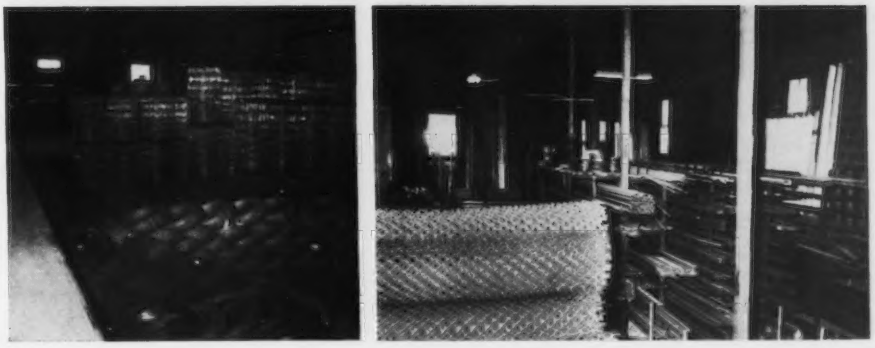
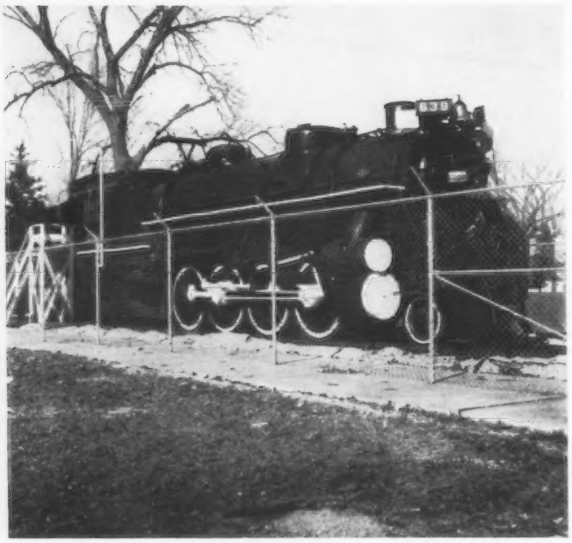


Right: two outdoor views of the Hohulin Brothers plant, office, and warehouse, an 80 x 150 foot structure, set well back from U.S. 150, from which the sign is readily visible to passers-by traveling west to Peoria or east to Bloomington. The loading platform in the rear runs the full length of the building, and is used for both rail shipments (the siding is on the Nickel Plate line) and truck loading and unloading—as in the photo which shows one of the trucks being loaded.



Right: two views of warehouse section of the Hohulin Brothers building in Goodfield, Illinois. The firm carries an ample stock for the weaving of chain link fabric. But as an installer of fences also, the Hohulins make many of their own fittings, and carry stocks of pipe, posts, top rail, other accessories. For the farm trade, the firm has "Red Brand" woven wire and barbed wire always on hand. The stock is neatly arranged.

THE HOHULIN FAMILY—from Page 17



This installation by the Hohulin Brothers protects an old steam-type locomotive on display at Miller Park, Bloomington, Illinois.

They erect their own fences within about a 150-mile radius of Goodfield. Their jobs involve both residential and commercial-industrial. Specifications for all their fences are given in detail in their 12-page catalog, which also pictures many samplings of their varied installations.

As for their fence fabricating machine, the Hohulins kept on modifying and improving the original Jacob Schneider machine. Their models served as prototypes for at least one other major fabricator in the early days. Hohulins now have their own automatic machines, which were designed and built by them. But they still maintain several hand-operated machines, which they use for special jobs (such as six-gauge fabric) and for short runs.

As a manufacturer, the company is still capable of producing, on demand, several types of metal fence: chain link fabric in galvanized steel wire, Copperweld wire, *Bethanized* wire, and aluminum wire, some of it down to four-gauge thickness, and in different mesh sizes; and ornamental iron. Hohulins produce most of their own fittings too.

As a supplementary business, they handle Keystone's "Red Brand" wire fence, barbed wire, and posts for the local farm trade.

A Hohulin installation of steel picket fence, made about 1912, and still standing in Goodfield, where this photo was taken just a few months ago. The firm began making this style of fencing about 1908.

Ed Hohulin had some interesting comments on prices of fencing. He said that for a long time, mainly since World War II, there has been a steady climb, approximating the price trend of steel itself. Only strong competition has held down fence prices to a level lower than the general price rise.

Here are some price comparisons. A seven-foot, nine-gauge complete fence, less installation: in 1947, $1.13 per foot, in 1961, $2.85. Six-foot, nine-gauge, fabric only: in 1947, 41¢, in 1961, $1.02 per foot. In 1905, 234 lineal feet of "diamond mesh" fence—which is still standing, see photograph—cost $110, and included two gates.

"We have never wanted to get 'big'," say the six Hohulin brothers. Neither did their father and his two brothers. But in their quiet, unassuming way, the Hohulins have etched out a very interesting, and in its own way very important niche in the history of fencing in the United States.

AGGRESSIVE SELLING—from Page 15

But the customer potential is pre-conditioned by vigorous promotion: approximately two percent of the firm's sales volume is spent on advertising—on the radio, tv; in newspapers and classified telephone directories; and through the use of direct mail, brochures, and handbills. Considering that Crest looks forward to a high six-figure sales volume for 1961, its promotion-advertising budget is big enough to really do a thorough job.

In addition to numerous brochures and handbills, one mailing piece which the company uses is worth special mention. It is an 8-¼" x 10-¾" business reply card, the back of which is a "Courtesy Mail-back Estimate Card." Half the postcard is a line drawing showing the relation of backyard fence to house. Customer can write in footage, number of gates, height and style of fence; and can ask for prices. It is a highly suggestive way of approaching prospects through the mails.

During the peak season, the company employs 30 to 35 people. Twelve to 14 installation crews keep the 12 Crest trucks busy five and six days a week, with plenty of early rising and "flashlight" installation going on during the spring rush. The crews operate out of well-equipped headquarters at 2200 S. Valentia (Denver).

Crest's source of supply for steel fencing, primarily, is The Colorado Fuel & Iron Corp., Denver. The wood fence line, available in more than 55 styles, comes mostly from Farley Fences, Inc., Bay City, Mich.

Carlile believes that fences of durability and high quality always satisfy customers—that's why they (the customers) are often wonderful unpaid salesmen. "They recommend us to others in need of fencing," Carlile points out. His pricing policies are formulated to assure the highest possible volume consistent with quality and a fair return to Crest.

What of the future? "The market for fencing in Denver," Carlile concludes, "will expand with the steady population growth. But neither Crest Fence or any other installer will get increased volume just by sitting around at headquarters. If more volume is desired, we've got to go out and get it."

LEGAL ASPECTS Of Fencing

A roundup of some of the day to day human problems resulting from the use of fences, as seen from the viewpoint of the law.

By Howard Newcomb Morse

(Author and attorney, contributor to American Peoples Encyclopedia, Chicago Bar Record, Southwestern Law Journal, Loyola Law Review, and others.)

Broken Fence Not Negligence

On Redgate Avenue, a public street in Norfolk, Virginia, there was a 32-foot roadway paved in the center, and 14 feet on either side for sidewalks. On the south side of the roadway, immediately adjoining the curb, there was a narrow grass plot, then a paved sidewalk, with a curb on the south side made of bricks, set diagonally in the ground and projecting above the sidewalk three or four inches. From this sidewalk to the property line four feet five inches of the street was in grass, and allowed to be used as part of the abutting lots along that side of the street.

George W. Price owned the property at 509 Redgate Avenue. Price constructed around his front lawn, (which included the four feet five inches of the street on paper, but unopened in fact,) immediately adjoining the paved sidewalk, an iron pipe fence, 18 to 20 inches high, composed of 1¼-inch pipes for corner posts driven into the ground and connected at the top by the same kind of pipe. About three months after the erection of this fence, some boys broke one of the pipes composing the top rail of this fence, which Price repaired with a hickory stick driven into the pipe and bound with wire. Fourteen months later it was broken down again, and one end of the pipe had fallen upon the sidewalk, but was placed back in the yard.

One of the top pipes became detached from the posts, and in some manner fell into the paved portion of the sidewalk. Miss Julia E. Travis, who lived in the block where 509 Redgate Avenue was situated, and had lived in that immediate neighborhood for about two years, while walking on the sidewalk, stepped upon this pipe, and in trying to catch herself, fell over this pipe and upon the brick coping and sustained injuries.

Miss Travis brought an action in the Circuit Court of the City of Norfolk against the city for damages. A jury returned a verdict for Miss Travis and the court entered judgment accordingly. The city appealed.

The Special Court of Appeals of Virginia reversed the decision of the court below and rendered judgment in favor of the city. The Special Court of Appeals stated: "As a matter of law, the city not being liable for permitting the fence to be erected near the sidewalk in that part of the street left in a state of nature, nor any evidence of notice, actual or constructive, to the city that the fence was dangerous, or proof that the pipe had remained across the sidewalk such length of time as to amount to constructive notice that the sidewalk was unsafe, there was no proof of negligence."

Owner Not Liable to Passers-By

Miss Emily Noyes, while walking on the sidewalk of Church Street, Whitinsville, Massachusetts, slipped on the ice and snow, and in falling backward put out her hand to protect herself. Her hand struck the fence in front of the dwelling house of Loammi B. Carr, and pickets about two feet high, standing upon a stone curbing 13 inches high. The front face of the curbing was on the street line; and the nearest part of the iron fence was two inches back from the face of the curbing. The entire fence was on Carr's land, and it was not in consequence of any invitation or inducement, express or implied, on his part that Miss Noyes was on this land at the place where she was injured.

Miss Noyes filed an action in the Superior Court of Worcester County, Massachusetts, against Carr to obtain damages for her injuries. The court entered judgment in favor of Carr, and Miss Noyes appealed. The Supreme Judicial Court of Massachusetts affirmed the decision of the lower court. The Supreme Judicial Court stated: "Whether she be regarded as a trespasser or a licensee she must take the land as she finds it; and the defendant was not answerable for her injury in the absence of willful, wanton or reckless misconduct, or negligence on his part. . . . . The fact that the defendant's land abuts on the public way does not make such fence a nuisance or create a liability to persons passing on the sidewalk . . . . the landowner, in the exercise of dominion over the whole of his estate, may maintain proper structures near the line of travel on a street."

Fence Becomes "True Boundary"

Owners of adjacent farm lands in Prince Edward County, Ontario, Canada—Miss Bourse and Mr. Clark—disagreed about ownership of a stream dividing the properties. Originally the lands of both parties belonged to one owner. Conveyance of land in stream was not made as such, but cattle fence had been built to include stream in Clark's land.

The question before the Court of Appeal of Ontario was whether the fence or the middle line of the stream was the legal boundary of Bourse's property. The Court ruled that the fence had become the true boundary between the respective properties. The court stated: "There can be no doubt that for all practical purposes the fence has been treated as the boundary line between the two properties."

Coming: Ordinances and effect on fence trade.

How Tax Laws Can Save, or Lose, Money

Here are some actual cases showing how business deals can result in tax loss or saving; and another case concerning container deposits as long-term gain.

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Protect Business Deals With Proper Tax Planning

One man started a corporation, another sold his business. Both transactions were undoubtedly important to the owner, but each deal blew up in the owner's face because of unanticipated tax results. Yet both business goals might have been achieved with favorable tax consequences by using more appropriate methods to carry them out.

Case 1. Selling a Business. Mr. Rogers agreed to sell his business to Acceptance Finance Company and *not to compete for five years.* Finance apparently realized that it would get a better tax break if it could *specifically* allocate part of its total purchase price to the contract not to compete. It could then amortize and deduct that part of the price over the five-year period of the agreement.

Before the sale was closed, therefore, Finance asked Rogers to revise the final sales agreement so as to spell out specifically that $60,900 of the purchase price was for his agreement not to compete. Rogers agreed, since he apparently didn't realize that this change in the contract made the $60,900 taxable to him as *ordinary income instead of capital gain.*

The district court agreed with the Treasury that under the terms of the final agreement, the $60,900 was taxable as ordinary income. Then the Circuit Court, though it admitted that "the taxpayers probably have been maneuvered by their purchaser into a big tax disadvantage," held that since Rogers entered into a clear agreement, the terms of the agreement controlled the tax consequences to him.

Recommendation: If both sides fully understand the tax consequences of a contemplated deal, they can negotiate a contract which will satisfy both. For example, the seller may agree to shape the transaction so that he gives up certain tax breaks in order to let the buyer have tax benefits—in exchange for which the buyer will pay a somewhat higher price. In that way the tax savings going to one party will, in effect, be divided between them.

Case 2. Incorporating a Business. Mr. Turner decided to incorporate the business he had been operating as a sole proprietor. To accomplish this, he organized a corporation and transferred to it all of the assets (except some real estate) and liabilities of his proprietorship.

The corporation's books were set up to show that it received $75,000 of good will. The corporation gave Turner stock for everything he put into the corporation and also a one-year note for $49,000, against which Turner could draw at will.

This whole process of becoming a corporation obviously didn't "make" any money for Turner. And ordinarily the tax law recognizes this by permitting an incorporation to be made tax free. But here Turner wound up paying almost $12,000 in taxes because of one *misstep* in the incorporation procedure —*taking the note.*

An incorporation is tax free *if* the person incorporating receives *only stock or securities* in exchange for what he transfers to the corporation. If he receives any "other property" from the corporation the deal becomes taxable, as though he were *selling* property to the corporation. Any profit on the "sale" is taxable up to the value of the "other property" he receives.

Turner apparently didn't know that a one-year note is a short-term corporation obligation considered to be "other property" and *not* stock or a security, for purposes of the incorporation provision. Because he took this note his incorporation became taxable to him up to the full value of the note.

Observation: In this case, the Tax Court rejected the taxpayer's argument that the incorporation was tax free because the one-year note was really stock. But when taxpayers find it *advantageous* to make an incorporation taxable (as when they try to jack up the basis of depreciable property), *the Treasury may switch positions* and try to claim that the note is really stock, so as to deny the tax benefit.

Recommendation: The moral is clear. Don't issue short-term obligations on incorporation. But what about the incorporation of a partnership where there are outstanding debts to partners? Assuming the partners don't want long-term obligations from the corporation, it would be advisable to hold back, if possible, enough partnership assets to pay off the debts.

Forfeited Deposits on Returnable Containers Can Give Capital Gain Instead of Income

Recommendation: Many industries should consider changing their method of handling returnable containers, to get the tax break offered by a new Court of Claims case. Here's the story:

Up to now, it has made no difference, from a long-range tax viewpoint, whether containers were sold to customers and repurchased, or merely leased or loaned on payment of a deposit. Overall, the cost of the containers would be deductible, while any net income on deposits received would be fully taxable income.

The new court decision tips the scales heavily in favor of the lease-deposit arrangement. It permits the cost of containers to be depreciated and recovered in full *against ordinary income,* while any profit from forfeited deposits can be taxed as a *long-term capital gain.*

E. I. duPont de Nemours and Co. sold chemicals which were delivered in heavy steel cylinders.

MORE—Page 26

SPECIFICATIONS—from Page 12

wood posts, provided the exposed portion of the post shall be not less than 4 feet 6 inches. Wood posts shall be set plumb, with the large end down and in perfect alignment on the side on which the wire is to be fastened. The backfill around the post shall be made with sound earth which shall be thoroughly tamped in place. Metal line posts shall be driven plumb, and in perfect alignment to the proper depth by means of an approved post driver. Posts which are bent or otherwise damaged shall be removed and replaced.

(c) Anchoring and Bracing of End, Corner, Gate, Angle, Intersection or Intermediate Braced Posts.—The wood and steel posts shall be anchored and braced in the manner specified.

Anchoring Wood Posts.—The end, corner, gate, angle, intersection and intermediate braced posts shall be anchored by gaining and spiking two cleats to the sides of the posts, at right angles to the line of the fence, one at the bottom, the other just below the surface of the ground. The cleat near the ground surface shall be placed on the side of the post facing the direction of maximum pull and the bottom cleat shall be placed on the opposite side. Line posts set in depressions of the ground or at alignment angles shall be anchored by gaining and properly spiking two cleats on opposite sides of the post near the bottom and at right angles to the line of the fence.

The cleats shall be sawed lumber of a quality equal in durability to that of the posts and shall be 2 by 6 inches by 2 feet long.

Bracing Wood Posts.—The end, corner, gate, angle, intersection and intermediate braced posts shall be braced by the use of a timber brace gained into the post about 12 inches from the top and into the adjacent line post about 12 inches above the ground and securely spiked. A cable made of a double strand of No. 9 galvanized wire shall be looped around the end, corner, gate, angle, intersection or intermediate braced post near the ground line, and around the adjacent line post about 12 inches from the top and twisted until the top of the adjacent line post is drawn back about 2 inches. All intermediate braced posts and angle posts shall be braced in both directions parallel with the line of the fence in the manner specified above. Intersection posts shall be braced in three directions.

Braces shall consist of cedar, oak or other approved wood poles not

MORE—Page 27

Left to right: Hy Berman, executive vice president, Saramar Industries; Jack O'Donnell, highway sales director, Aluminum Company of America; Sy Wansky, vice president in charge of operations, Saramar Industries; Marvin H. Itts, president and chairman of the board, Saramar Industries; Keith Shook, district sales manager, Aluminum Company of America.

Saramar Aluminum Buys Out Cleveland Firm Plans Big Operation in Aluminum Chain Link

Well-known Youngstown, Ohio manufacturer of aluminum products enters chain link fence field. Plans to apply modern marketing procedures.

Saramar Aluminum, Inc., 4021 Mahoning Ave., Youngstown, Ohio, manufacturer of custom-made aluminum extrusions, is moving into the fencing industry, according to an announcement made by Marvin H. Itts, chairman of the board of Saramar Industries.

At a special announcement luncheon held in Youngstown, it was revealed that Saramar had purchased the Aluminum Fence Company, Cleveland, Ohio, which is now renamed The Aluminum Fence Company of America, with greatly expanded capacity for increased production at its new headquarters in Youngstown.

The new firm will specialize in the production of aluminum chain link fence under the trade name, "Safeguard." According to Hyman Berman, executive vice president of Saramar Industries, new sales offices will be established throughout the country for the distribution and marketing of the new "Safeguard" line. "We expect," he said, "the new company to do approximately $5 million in sales in its first year."

It was also disclosed that present plans call for other companies in the Saramar organization to take an active part in the fabrication of allied products for the new company. Saramar Aluminum, for example, will extrude tubing for fence posts, rails, and other necessary hardware. Eventually, this will include the production of aluminum barbed wire.

Marketing plans will concentrate on the wide range of usage for aluminum chain link fence—in enclosing public utilities, recreational areas, commercial properties, and highway boundaries. Company officials also plan an intensive promotional program to establish a residential package directed at the individual home owner.

The new company stated that the full support of the national sales experience of the Aluminum Company of America will be placed behind the "Safeguard" line. It was emphasized, however, that this is being done on a consultant basis, and that the new Youngstown firm is entirely self-contained and self-owned.

Three executives, all formerly associated with Aluminum Fence of Cleveland, joined the new firm in the following capacities: Jack Foyle, general sales manager; Paul W. Corliss, Jr., eastern division sales manager; Jerrold M. Phalen, manager of operations.

INFORMATION

NOTICES OF IMPORTANCE TO THE TRADE

SEND YOUR NEWS ITEM TO THE News Notices Editor . . . for publication.

Wood Preserving Declines

A preliminary report shows three percent less wood treated commercially in 1960 than in 1959. Fence posts were among the products that declined.

A survey, conducted by the U. S. Forest Service and the American Wood Preservers' Association, showed a preliminary total of 207.4 million cubic feet treated in 1960, as compared to 214.5 million treated in 1959. When all 1960 reports are in, it is expected that 1960 volume treated will about equal 1959.

Treatment of fence posts, poles, lumber and timber, and other miscellaneous products decreased; crossties, piling, switch-ties, and crossarms increased. The use of creosote-coal tar solution increased, but the use of straight creosote decreased.

Activities at Colorado Fuel

The Colorado Fuel & Iron Corp., Continental Oil Bldg., Denver 2, Colo., recently approved a new program of expansion and modernization for its steel plant at Pueblo, Colo., estimated to cost $15 million.

At a recent stockholder meeting of the company, these directors were re-elected to three-year terms: Samuel D. Lunt, George C. Textor, John B. Welborn. James W. Deer was elected director for a three-year term.

Fordyce Coburn recently was appointed director of purchases for CF&I.

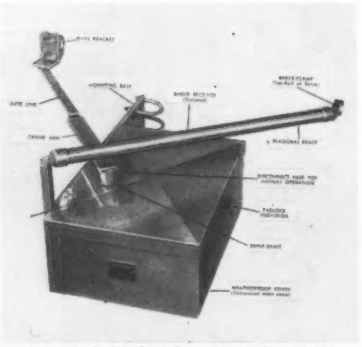
Canadian Firm Treats Posts

Fence posts and timbers are being preserved by pressure treatment in the company facilities of the Osmose Pressure Treating Service Ltd., at the yards of the Saskatchewan Timber Board, north of the city of Regina, Sask., Canada.

First timber was treated in June of last year. Essentially an outdoor operation, Osmose Pressure Treating started a month earlier this year, during which time it is expected 170,000 cubic feet will be treated.

Employing "osmosesalts," the pressure treatment differs from other somewhat similar operations, in that water is used as a vehicle. Pressure of 100 pounds is exerted on the wood in a vessel 28 feet long by 84 inches in diameter.

John P. Van Denburgh, Jr., president of the American Fence Co., Inc., P. O. Box 5096, Phoenix, Ariz., recently was proffered a signal honor by his election to membership in the Young Presidents' Organization, 375 Park Ave., New York 22, N. Y.



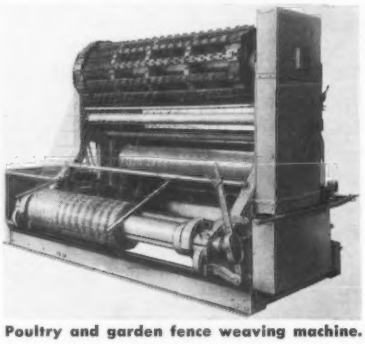
Automatic "Robot Operator" for gates.

Robot Improves Gate Operator

Robot Industries, Inc., 7041 Orchard, Dearborn, Mich., is marketing a new electric gate operator for industrial walk gates, residential driveway gates.

This automatic gate opener is a self-contained unit which opens, closes, and locks gates, or stops them at any desired point, with a simple crank arm and connecting arm movement. The crank arm is attached directly to the drive shaft, having a safety friction clutch which protects personnel or equipment that may come into contact with the gate while it is operating. It also has quick disconnect for manual operation.

Specifications: Walk gate width maximum, four feet, height, eight feet, weight, 130 pounds, gate area maximum, 32 square feet. Driveway gate width maximum, 12 feet, height, four feet, weight, 150 pounds, gate area maximum, 48 square feet.



Poultry and garden fence weaving machine.

Firm Markets Improved Looms

Interlocking Fence Co., Morton, Ill., is marketing new and improved fence loom machines—the popular "hinge-joint" type. The firm's single farm fence loom is capable of weaving seven different fence styles. The twin farm fence loom weaves two widths of 32″, two widths of 26″, or one 32″ and one 26″ at one time. The poultry and garden machine (see photo) weaves four styles in various sizes.

Kaiser Denies FTC Charges

Kaiser Industries Corp., 300 Lakeside Dr., Oakland, Calif., and three subsidiaries and affiliates at the same address, Henry J. Kaiser Co., Kaiser Aluminum & Chemical Corp., and Kaiser Steel Corp., have denied Federal Trade Commission charges of violating the Celler-Kefauver antimerger law.

Kaiser Industries owns approximately seven percent of Kaiser Aluminum's common stock and wholly owns Kaiser Co., which owns about 80 percent of Kaiser Steel's common stock and about 36 percent of Kaiser Aluminum's common stock.

In its Mar. 16, 1961 complaint, FTC challenged the purchase by Kaiser Steel of 45 percent of the voting stock of Allison Steel Mfg. Co., Phoenix, Ariz., on May 15, 1958, for more than $1.1 million, following which at least two executives of the Kaiser interests were elected to Allison's board of directors.

Requesting dismissal of the complaint, the four Kaiser companies deny the FTC's allegation that the acquisition may substantially lessen competition or tend to create a monopoly in the following lines of commerce in Maricopa County, Arizona, the entire state, or in other sections of the country: (1) the sale of primary steel and aluminum; (2) the fabrication and erection of structural steel and aluminum; and (3) the manufacture of other steel and aluminum products.

Steel Group Names Officers

The Board of Directors of the American Iron & Steel Institute recently elected the following officers for the ensuing year:

B. F. Fairless, president; Max D. Howell, executive vice president; William M. Akin and Arthur B. Homer, vice presidents; George S. Rose, vice president and secretary; Charles M. Parker, vice president—Research and Technology; E. O. Sommer, Jr., treasurer; Leo Teplow, W. G. Kirkland, R. E. Paret, assistant vice presidents; F. A. Coombs, assistant secretary.

Fencing-In Atomic Waste

High fences will soon enclose an area in the Armargosa Desert, 11 miles south of Beatty, Nev., and east of Death Valley, where about a half million cubic feet of radioactive waste will be buried each year—20 feet underground. The Nuclear Engineering Co., Pleasanton, Calif., which leased the land, makes a business of disposing of this low-level radioactive waste.

News Items . . .
Timely and Informative

Installer applies wire mesh to pole.

Wire Mesh as Pole Protection

A 19-gauge industrial wire cloth is being used by utility companies, especially in the south, to protect poles from the onslaughts of woodpeckers. In heavily-forested regions, poles with a normal life expectancy of 30-35 years required replacing after only a few years of service.

American Steel & Wire Division, United States Steel Corp., Rockefeller Bldg., Cleveland 13, Ohio, is producing this galvanized wire cloth in half-inch mesh. Poles are completely covered—even tops are capped—from the top to a point 12 feet above the ground. The wire is overlapped two inches horizontally and vertically.

Saskatchewan Builds Fences

The Government of Saskatchewan, Department of Agriculture, Regina, Sask., Canada, reports that some $57,000 was spent by the agricultural representatives branch assisting in co-operative and municipal fodder and pasture products, in the fiscal year ending Mar. 31, 1961. Nearly $20,000 of this amount was spent on fence and corral construction.

Including the 1960-61 expenditures, the agricultural representatives branch has made available for grazing a total of 540,760 acres, for which more than 1,000 miles of new fences have been built.

G.S.A. Issues Handbook

General Services Administration, 18th & F Sts., N.W., Washington 25, D. C., has issued a 58-page handbook, "Doing Business with the Federal Government," aimed principally at small businesses which are unaware of government procurement needs and bidding processes.

G.S.A. recently announced that contractors are now required to furnish a bid guarantee representing 20 percent of the bid amount, with all bids for construction and repair of federal buildings.

U. S. Steel Launches New "Highway Hardware" Program

A new design and engineering program to help create safer and more efficient highway systems recently was announced by United States Steel Corp., 208 S. LaSalle St., Chicago 90, Ill.

The program embodies new design concepts and complete engineering-fabricating data for hundreds of ideas for "highway hardware" items —right-of-way fence, guard and bridge rail, steel signs and supports.

To initiate the program, U. S. Steel developed engineering data and designed a wide variety of prototype structures for signs and sign supports, drawing upon the specialized technical knowledge of Wilbur Smith & Associates, design consultant.

This material is contained in a "Highway Hardware Technical Notebook," to be distributed to traffic and highway engineers and metal fabricators.

A second phase of the program is well under way. This involves engineering specifications and design concepts for right-of-way fence, guard and bridge rails, and light standards —and they will be incorporated into a second "Highway Hardware Notebook" to be made available later this year.

The free-standing "Geospace" structure.

Ideal Job-Site Mobile Unit

A new, lightweight dome-shaped structure, trademarked "Geospace," already is being used for job-site and temporary storage space, construction shacks, and field offices, according to Geospace Dome Shelters, 800 N. Lindbergh Blvd., St. Louis 66, Mo. The structure is being manufactured by Filtered Rosin Products Co., Baxley, Ga.

"Geospace" is a free-standing, portable dome structure 22 feet in diameter, 12½ feet tall, weighing 450 pounds, and containing 352 square feet of usable floor space.

No foundation or special site preparation is necessary for the dome. It bolts to a wooden base ring which is then staked to the ground for permanence. Unstaked, the dome can be lifted and carried by four men, or disassembled for longer moves or for storage when not in use.

The shelter is formed from prefabricated triangular panels of half-inch thick Formecor boards, which are bent and bolted together at the site.

New Incorporations

Fences, Incorporated, 333 Hillside Ave., Williston Park, N. Y. Manufacture and erect fences; sell: coal, lumber, and metals. $20,000. $100 par. Filer: Ralph Resnick, 40 Exchange Pl., New York 5, N. Y.

Easy Fence Co., Inc. Fence installations. $25,000. $1 par. Directors: Kenneth W. Larson, 375 Somerset Dr., Oakland, Calif. Jack St. Marie, 1115 John Ave., San Pablo, Calif. Wayne J. Hail, 250 S. 11th St., Richmond, Calif.

General Wire Mfg., Inc. Manufacture chain link fencing. $1,000,000. $10 par. Directors: Keith W. Miller, 8500 La Sierra, Whittier, Calif. Thelma D. Johnson, 526 E. Short, Whittier, Calif. Fred A. Swide, 13430 Mystic, Whittier, Calif.

Mineola Iron Railing Co., Inc., 2238 Jericho Turnpike, Garden City Park, N. Y. Fences and fence products. No par value. Patrick J. Purcell, 223-4 Jackson Ave., Seaford, N. Y.

Cedar City Fence Co. Fence installation, building construction, cement work. $25,000. $10 par. Directors: Loyd F. Thomas, Irene Thomas, 525 S. Hiatt, La Habra, Calif. Edward Stender, 504 S. Colfax, La Habra, Calif.

Jack's Ornamental Iron, Inc., Owensboro, Ky. Deal in metal, wood, clay, and stone products. $25,000. Calvin Ray Robinson and David S. Haycraft.

Mr. Fence, Inc., 6 Hewlett Ave., Merrick, N. Y. Fences. No par value. Irving R. Shapiro, 28 Merrick Ave., Merrick, N. Y.

Thypin Industries, Inc. Fences, fireplaces, building materials. No par value. Sidney L. Katz, 1 Liberty St., New York, N. Y.

San Jose Fence Co. Manufacture chain link fencing. $1,000. $10 par. Directors: R. E. Scott, Robert D. Wenzel, A. D. McNeil, 400 Montgomery St., San Francisco, Calif.

Tornado Fence Co., Inc., 3232 Chetta Drive, Metairie, La. No par value.

D. Lambert Railing Co., Inc., Donald D. Lambert, 2016 Jackson Ave., West Islip, N. Y. Guard rail and fencing. No par value.

Brady Fence Co., Inc., Main St., Cold Brook, N. Y. Filer: Philip D. O'Donnell, 309 N. Main St., Herkimer, N. Y. General contracting, trucking, real estate. No par value.

Sears, Roebuck & Co., 241 E. 1st St., Dayton 2, Ohio, reports that three out of four of its fence jobs are now being installed by its "Drive All System," which utilizes post anchors instead of concrete for setting the posts.

Alpine Fence Erection is the new name of the firm owned by Kenneth D. Oquin, 2797 W. Iliff Ave., Denver 19, Colo., formerly under the name of Union Chain Link Fence Co.

AWARDS ★ PROJECTS ★ PROPOSALS ★

The information appearing in this issue concerning awards, projects and proposals were selected from hundreds of releases by FI editors as having possible interest for our readers.

Listings do not imply specific fence business unless it is so indicated.

In order that further information may be obtained by interested readers, each award, project or proposal, lists the reference numbers and the names and addresses of individuals and offices where additional information may be obtained.

ALA—Proj. #CH-52(DS), plans for construction at Livingston State College, Livingston, est., $600,000. D. F. Culp, Pres.—Proj. #PFL-216, plans for immediate construction of new water system, Southside, est., $120,000. W. W. Burns, mayor.—Award, by Post office Dept., construction of new post office, Anniston, to Hill & Co., Memphis, Tenn.

ALASKA—Proj. #P-3055, plans for addition to existing high school, Kodiak, est., $390,000. Ivor A. Schott, Supt. of Schools.—Proj. #P-3060, plans for harbor improvement, Wrangell, est., $160,000. Doris M. Barnes, mayor.—Bids wanted, construction of new post office, Fairbanks. Walter L. Robinson, Asst. Regional Real Estate Mgr., 3rd & Pike Sts., Seattle 24, Wash.

ARIZ—Proj. #P-3076, plans for additions to Arizona State Pioneer Home, Prescott, est., $3,482,000. Donald L. Lockwood, Exec. Sec'y.—Proj. #CH-17(S), plans for construction at University of Arizona, Tucson, est., $500,000. Richard A. Harvill, Pres.—Proj. #P-3075, plans for alterations and additions to existing hospital, Prescott, est., $798,250. John D. Jackson, Chmn. Bd. of Dir., Central Yavapai Hospital District, Prescott.

ARK—Proj. #P-3023, plans for construction of water and sanitary facilities, McRae, est., $99,500. Doyle Cook, mayor.—Proj. #P-3024, plans for flood control and drainage facilities, Forrest City, est., $128,263. Carl Campbell, Chmn., Board of Commissioners, East St. Francis Drainage District, Forrest City.—Urban Renewal, 197-acre "Coliseum" project, Little Rock, est., $813,733. Dowell Naylor, Jr., Exec. Dir., Little Rock Housing Authority, 121 E. 2nd St.

CALIF—Proj. #P-3483, 3484, 3485, plans for construction and additions to several elementary schools, Woodland, est., $782,899. Kenneth O. Johnson, Supt., Woodland School Dist.—Proj. #3487, 3488, plans for construction of sanitary and storm drainage facilities, Marysville, est., $1,500,000. Glen L. McKean, mayor.—Proj. #PFL-71, plans for construction of water facilities, Laytonville, est., $73,000. Charlotte Kramnic, Pres., Bd. of Dir., Laytonville County Water Dist.—Proj. #P-3490, plans for construction of storm drainage system, Seaside, est., $560,250. Gordon R. Forrest, City Mgr.—Proj. #P-3472, plans for street improvements, Rolling Hills Estates, est., $1,096,000. Leland M. Walton, City Administrator. Proj. #P-3491, plans for construction of sanitary system, Ventura County, est., $2,130,000. Leland G. Bennett, Gen. Mgr. & Chief Engineer, Ventura River Municipal Water Dist.—Proj. #P-3476, plans for addition to junior high school, Fallbrook, est., $791,861. Robert G. Murphy, Bus. Mgr.—Proj. #P-3495, plans for reconstruction of high school, Napa, est., $172,200. Ronald English, Asst. Supt., Napa Union High School Dist.—Proj. #P-3486, plans for construction and improvements of sanitary system, Banning, est., $620,000. W. P. Peterson, City Mgr.—Proj. #P-3453, plans for additions to school administration offices, Arlington, est., $340,700. George J. Spencer, Asst. Supt., Alvord Unified School Dist.—Plans, by Post Office Dept., construction of new post office, Sonoma, includes 11,100 square feet for parking and maneuvering area.—Bids wanted, new Vine Postal Station, Los Angeles; Glen W. Crandall, Regional Real Estate Officer, P. O. Box 591, Los Angeles 53.—Plans for construction of new Vernon Branch post office, Los Angeles; includes 8,524 square feet for parking and maneuvering area.—Plans for construction new post office, Oceanside; includes 20,380 square feet for parking-maneuvering area.—Plans for construction of new post office, Whittier; John W. Keast, Regional Real Estate Officer, 79 New Montgomery St., San Francisco 6.—Plans for construction of new post office, Palos Verdes Estates; includes 13,778 square feet for parking-maneuvering area.—Bid call, by Bureau of Reclamation, completion work for power plant and switchyard. Clear Creek Power Plant, near Redding, includes fencing the area. Grant Bloodgood, Chief Engineer, Denver Federal Center, Denver 25, Colo.—Housing for Elderly, Strawberry Creek Lodge, Berkeley, est., $1,383,760. Sponsor: Strawberry Creek Lodge Foundation.—Urban Renewal, 9-acre "Ocean Park No. 1(b)" project, Santa Monica, est., $2,047,804. Russell F. Priebe, Exec. Dir., Santa Monica Redevelopment Agency, City Hall.—Awards, by Calif. Div. Highways: To Moulder Bros., Glendale, for installation of cable-chain link barrier and single blocked-out metal beam barrier (wood posts), on Ventura Freeway, Los Angeles County. Bid item cost: $39,817; and installation metal beam barrier, Blue Cut, about 12 mi. north of San Bernardino. Bid item cost: $19,822.

CONN—Proj. #CH-15(DS), plans for construction at University of Bridgeport, Bridgeport, est., $2,100,000. James H. Halsey, Pres.—Award, by Post Office Dept., to Green Manor Construction Co., Inc., Manchester, for construction of new post office, Stratford; includes 24,680 square feet for parking-maneuvering area.

COLO—Proj. #P-3029, plans for street improvements, including construction of interchange, Sheridan, est., $455,000. L. M. Holland, mayor.

D. C.—Award, by National Capital Parks Dist., to Nelsing Co., Inc., Washington, for fencing, grading, paving Langley Recreation Center. Bid cost, $21,463.

FLA—Proj. #CH-29(D), construction at Florida State University, Tallahassee, est., $1,486,000. Gordon W. Blackwell, Pres.—Proj. #CH-38(D), plans for construction at Rollins College, Winter Park, est., $1,072,000. Hugh F. McKean, Pres.—Plans for construction of new post office, Bunnell; includes 8,560 square feet for parking-maneuvering area.—Award, by Post Office Dept., to W-A-K Realty Co., Thomson, Ga., for construction new post office, Pompano Beach.

GA—Proj. #P-3026, plans for construction of Justice and Administration Building, Decatur, est., $1,751,000. C. O. Emmerich, Chmn., Bd. Commissioners, DeKalb County.—Proj. #CH-38(DS), plans for construction at Morris Brown College, Atlanta, est., $250,000. Frank Cunningham, Pres.—Proj. #CH-40(D), plans for new construction and rennovation, Shorter College, Rome, est., $650,000. Randall H. Minor, Pres.—Urban Renewal, 24-acre "Forsyth Street Area No. 1" project, Americus, est., $497,185. W. D. White, Exec. Dir., Americus Housing Authority, P. O. Box 228.

HAWAII—Urban Renewal, 353-acre "Kaiko'o" project, Hilo, est., $6,677,872. Rebuilding of destruction caused by tidal wave. Yoshio Yanagawa, Mgr., Hawaii Redevelopment Agency, P. O. Box 1620, Hilo.

IDAHO—Awards, by Idaho Dept. of Highways, to Grant Construction Co., Coeur d'Alene, for highway work on U.S. 2, Bonner County, including 400 lin. ft. steel beam type guard rail, bid cost, $1,200; 30 guide posts, type 4, bid cost, $240; 1,700 lin. ft. wire fence type 1-A, bid cost, $680; 1,100 lin. ft. wire fence, bid cost, $2,090.—To Rogers Construction Co., Portland, Ore., for highway work on Interstate 15, Bonneville County, including 5,699 lin. ft. steel beam type guard rail, bid cost, $12,600; 4,200 lin. ft. wire fence type 1-A, $1,260; 21,000 lin. ft. wire fence type 3-B, $7,980; 3,350 lin. ft. wire fence type 4, $11,222; 67,500 lin. ft. wire fence type 5, $29,700; 2- 8 ft. steel gates type 2, $100; 20- 10 ft. steel gates type 2, $940; 18-12 ft. steel gates type 2, $900; 6,225 lbs. steel pipe posts, $2,614.—To DeAtley-Overman, Lewiston, highway work on State Highway 7, Clearwater County, including 12,300 lin. ft. steel beam guard rail, bid cost, $28,782; 880 ea. guide posts type 3, $10,120; 77,000 lin. ft. wire fence type 1-B, $18,480; 1,150 lin. ft. wire fence type 3-B, $517; 54- 8 ft. steel gates type 2, $1,674; 6-10 ft. steel gates type 2, $252; 18- 12 ft. steel gates type 2, $882.

ILL—Proj. #P-3138, plans for construction of sanitary system, Lake in the Hills, est., $457,700. LeRoy Guy, Village Pres.—Proj. #P-3137, plans for construction of sanitary facilities, Woodhull, est., $205,850. H. G. Faulkner, Village Pres.—Award, by Post Office Dept., to Burton H. Kleinman, Northfield, construction of new Cragin Postal Station, Chicago.—Plans for construction of new main post office, Elgin; includes 30,000 square feet of parking-maneuvering area.—Award, by Illinois Div. of Highways, to Chain Link Fence Corp., Chicago, for work on Interstate 80 and 90, bid cost, $340,197, and $142,119.

IND—Proj. #CH-52(D), plans for construction at Saint Francis College, Fort Wayne, est., $550,000. Sister M. Rosanna, Pres.—Proj. #P-3018, plans for modifications, extensions, and improvements to sanitary system, Terre Haute, est., $2,826,000. Ralph Tucker, mayor.—Urban Renewal, 122-acre "Dodge School" project, Mishawaka, est. net cost, $1,155,191. Zano Bannoni, Dir.-Sec'y., Mishawaka Redevelopment Commission, City Hall.—Plans for construction of new central mail-handling facility, Muncie; includes 78,900 square feet of parking-maneuvering area.

IOWA—Proj. #CH-36(D), plans for construction at the University of Dubuque, Dubuque, est., $630,000. Gaylord M. Couchman, Pres.

KANS—Proj. #P-3037, plans for construction of sanitary facilities, WaKeeney, est., $151,500. Brighton Arnold, mayor.—Proj. #P-3038, 3039, 3040, plans for construction of new auditorium, new city building, new public library, Wichita, est., $18,000,000. Frank H. Backstrom, City Mgr.—Proj. #P-3043, plans for improvements to sanitary system, Dighton, est., $74,300. Frank G. Davison, mayor.—Proj. #P-3042, plans for improvements to park and recreational facilities, Sabetha, est., $113,515. Donald R. Jones, mayor.—Proj. #P-3041, plans for construction of sanitary facilities, Riley, est., $150,000. Paul F. Hartner, mayor.—Proj. #P-3044, plans for construction of sanitary facilities, Longford, est., $58,500. Frank Dieter, mayor.—Award, by Post Office Dept., to Capital Properties, Inc., Washington, D. C., for construction of new post office at Liberal; annual rental, $23,800.

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KY—Award, by Post Office Dept., to Cosima Realty Co., Jamestown, N. Y., for construction of new post office, Lexington, annual rental, $9,540 for the basic term of 20 years.

LA—Proj. #P-3074, 3078, 3079, plans for construction of sanitary facilities, Garyville, est., $1,380,000; La Place, est., $1,359,000; Reserve, est., $1,350,000. Henry J. Hymel, Pres., St. John the Baptist Police Jury, Parish of St. John the Baptist, Edgard.—Proj. #P-3077, plans for construction of community park, Golden Meadow, est., $138,000. John A. Engle, mayor.

ME—Proj. #P-3022, plans for construction of sanitary facilities, Mars Hill, est., $258,000. Maurice S. McCrum, Pres., Bd. of Trustees, Mars Hill Utility District.

MD—Proj. #CH-21(DS), plans for construction at Goucher College, Towson, est., $750,000. Otto F. Krausbarr, Pres.—Proj. #P-3033, plans for construction of storm drainage system, Anne Arundel County, est., $1,327,675. Louis A. Boehm, County Commissioner.—Proj. #CH-25(DS), plans for construction at Mount St. Mary's College, Emmitsburg, est., $1,500,000. Rev. John L. Sheridan, Pres.

MASS—Award, by Post Office Dept., to S.S.C. Corp., Brookline, for construction of new post office, Athol; annual rental $25,200 for the basic 20-year term.

MICH—Proj. #P-3058, plans for improvements and extensions to sanitary system, Nashville, est., $275,875. Mrs. Ada Skedgell, Village Clerk.—Proj. #CH-53(D), plans for construction at Adrian College, Adrian, est., $235,000. John H. Dawson, Pres.—Proj. #P-3056, plans for construction of sanitary system, Oakland County, est., $2,336,000. R. J. Alexander, Dir., Bd. of Public Works.—Proj. #P-3061, plans for construction of incinerator plant to serve municipalities in Wayne County, est., $2,677,000. William E. Meadowcroft, Chmn. of the Board, Central Wayne County Sanitation Authority.—Proj. #P-3054, 3055, plans for construction of water and sanitary facilities, Howell, est., $262,200. C. William Norman, City Mgr.—Proj. #P-3059, 3060, plans for construction of storm drainage and sanitary facilities, Macomb County, est., $1,307,250. John H. Yoe, attorney, Intra-County Drainage Board, St. Clair Shores.—Urban Renewal, 124-acre "Elmwood Park" project, Detroit, est. net cost, $6,829,702. Mark Herley, Dir.-Sec'y., Detroit Housing Commission, 2211 Orleans St.

MINN—Proj. #CH-36(H), plans for construction at Northwestern Hospital, Minneapolis, est., $500,000. Mrs. Hadlai Huss, Pres. Bd. of Trustees.—Housing for Elderly, Duluth, est., $2,427,000. Sponsor: St. Ann's Home, Diocese of Duluth.—Bid call, by Bureau of Reclamation, constructing substation, Missouri River Basin Project, Morris, including 1,800 lin. ft. 7-ft. chain link fencing. Grant Bloodgood, Chief Engineer, Denver Federal Center, Denver 25.—Award, by Post Office Dept., to Central Construction Co., Minneapolis, for construction of new post office, Canby; annual rental, $5,500 for basic 20-year period.—Award, by Post Office Dept., to Maurice Mandel, Inc., Minneapolis, for construction of new Diamond Lake Postal Station, Minneapolis.—Bids asked, construction of U.S. Army Reserve Center, Duluth, includes fencing. U.S. Army Engineer District, 1217 U.S. Post Office & Custom House, St. Paul.

MISS—Proj. #CH-34(D), plans for construction at Mississippi Vocational College, Itta Bena, est.. $1.080,000. J. H. White, Pres.—Proj. #CH-32(D), plans for construction at Alcorn A & M College, Lorman. est., $800,000. J. D. Boyd, Pres.—Proj. #P-3034, plans for construction of water system, Beaumont, est., $135,820. Alfred O. Griffis, mayor.

MO—Procurement, for Veterans Administration, repairing and making extension to existing chain link fence, approx. 2,400 ft., and furnish and install complete new chain link fence, approx. 4,200 ft. Veterans Administration Hospital, Perry Point.—Proj. #CH-68(D), plans for construction at University of Missouri, Columbia, est., $2,435,000. Dale O. Bowling, Bus. Mgr.—Proj. #P-3019, plans for additions to medical science building, University of Missouri, Columbia, est., $3,197,500. D. O. Bowling, Bus. Mgr.—Plans for construction at Northeast Missouri State Teachers College, Kirksville, est., $1,900,000. Walter H. Ryle, Pres.—Award, by Post Office Dept., to Mr. and Mrs. William L. Christopher, Rich Hill, for construction of new post office, Braymer; annual rental, $4,380 for basic 10-year term.—Plans for construction of new post office, Nevada, includes 40,000 square feet for parking-maneuvering area.—Award, by Post Office Dept., to Skyline Developers, Inc., Wichita Falls, Tex., for construction of new post office, Kirksville; annual rental, $23,500.

MONT—Proj. #P-3151, plans for street improvements, Harlem, est., $393,379. W. J. Goldsmith, mayor.—Proj. #P-3143, plans for construction of school facilities, Hamilton, est., $293,535. K. J. McDonald, Chmn. Bd. of Trustees, School Dist. No. 3, Ravalli County.—Proj. #P-3157, plans for construction at University of Montana, Missoula, est., $1,000,000. Dr. H. K. Newburn, Pres.—Bids wanted, by State Highway Comm., Sieben Rd., 8 mi. No. of Helena, fencing and cattle guards.—Award, by Bureau of Reclamation, to E. F. Matelich Construction Co., Kalispell, furnishing and erecting chain link fence, constructing concrete curb, Hungry Horse Dam, bid cost, $4,776.

NEB—Proj. #CH-26(D), plans for construction at Nebraska Wesleyan University, Lincoln, est., $420,000. Dr. Vance D. Rogers, Pres.

N.H.—Awards, by Dept. of Public Works & Highways: To Weaver Bros. Construction Co., Concord, for highway work including 4,950 lin. ft. 3-cable guard rail, bid cost, $9,157; 3,000 lin. ft. woven wire fence 5 ft. high, $7,500.—To Landers & Griffin, Inc., Portsmouth, for highway work including 2,200 lin. ft. 3-cable guard rail, bid cost, $4,400; 1,000 lin. ft. stock wire line fence, $400; 200 lin. ft. stock wire fence brace panels, $200; 5 stock wire fence gates, $170.—To R. G. Watlkins & Son, Inc., Amesbury, Mass., for highway work including 11,900 lin. ft. 3-cable guard rail, bid cost, $22,015; 11,500 lin. ft. stock wire line fence, $5,405; 720 lin. ft. stock wire fence brace panels, $612.—To Cooke-Ross Inc., Torrington, Conn., for highway work including 750 lin. ft. 3-cable guard rail, bid cost, $1,425; 700 lin. ft. stock wire line fence, $350; 60 ea. stock wire fence brace panels, $60.—Award, by Post Office Dept., to Joseph McNealus and Arthur Groves, Pawlet, for construction of new post office, Groveton; annual rental $5,300 for basic 20-year term.

N.J.—Proj. #CH-35(D), plans for construction at Centenary College, Hackettstown, est., $485,000. E. W. Seap, Pres.—Plans for modernization and improvement to post office facilities, Westwood.—Plans for construction of new post office, Springfield; Anthony A. Vertelis, Regional Real Estate Officer, Federal Bldg. & Courthouse, Newark 1.

N.MEX.—Proj. #CH-22(D), plans for construction at St. Michael's College, Santa Fe, est., $375,000. Brother Cyprian Luke, Pres.—Award, by Post Office Dept., to Joe Skilken, Columbus, Ohio, for construction of new post office, Gallup; annual rental $21,852 for basic 20-year period.

N.Y.—Proj. #P-3089, plans for construction of sanitary facilities, Rockland, est., $281,500. Carl Campbell, Town Supervisor.—Proj. #CH-147(D), plans for construction at C. W. Post College of Long Island University, Brookville, est., $878,000. Frederick W. Ness, Acting Pres.—Proj. #CH-137(D), plans for construction at University of Rochester, Rochester, est., $4,185,000. Cornelis W. de Kiewiet, Pres.—Award, by Post Office Dept., to Wassco Associates, Inc., Whitestone, for construction of new Oceanside Branch post office, Rockville Centre; annual rental, $27,660 for basic 15-year term.—Bids asked, Dept. Public Works, State of New York, for security fencing, Westfield State Farm, Bedford Hills.—Plans for new Port Richmond postal station, Staten Island, including 7,794 square feet for parking-maneuvering area.—Plans for new Brandywine Station, Schenectady, including 8,962 square feet for parking-maneuvering area.—Award, by Post Office Dept., to Green Manor Construction Co., Inc., Manchester, Conn., for new post office, Farmingdale; annual rental, $24,490 for basic 10-year period.

N.C.—Proj. #CH-45(DS), plans for construction at Meredith College, Raleigh, est., $600,000. Carlyle Campbell, Pres.

N.D.—Proj. #CH-13(D), plans for construction at University of North Dakota, Grand Forks, est., $570,000. W. E. Olson, Bus. Mgr.

OHIO—Proj. #CH-129(D), plans for construction at Kenyon College, Gambier, est., $510,000. F. Edward Lund, Pres.—Proj. #CH-128(D), plans for construction at Baldwin-Wallace College, Berea, est., $1,500,000. Harold C. Beyer, Treas.—Proj. #CH-111(DS), plans for construction at Ohio Northern University, Ada, est., $600,000. F. Bringle McIntosh, Pres.—Wanted, by Dept. of Highways, 800 lin. ft. 12'6" guard rail element. Purchasing Agent, 65 S. Front St., Columbus.

OKLA—Proj. #PFL-189, plans for improvements to water system, Quinton, est., $40,000. B. H. Brazil, Chmn., Board of Trustees.—Proj. #CH-27(D), plans for construction at Phillips University, Enid, est., $200,000. Eugene S. Briggs, Pres.—Proj. #PFL-184, 185, plans for construction of water system, Ochelata, est., $110,000. Frank E. Harvey, Chmn., Bd. of Trustees, Ochelata Utilities Authority.

ORE—Proj. #P-3073, plans for construction of sanitary system, Cave Junction, est., $80,735. Carrol R. Banks, mayor.—Proj. #P-3076, 3077, plans for new elementary school and addition to junior high school, Springfield, est., $500,000. Harold A. Beall, Supt., Dist. No. 19.—Proj. #P-3069, plans for construction of junior high school, Beaverton, est., $1,183,000. D. Herbert Armstrong, Supt.-Clerk, School Dist. No. 48.—Proj. #P-3075, plans for construction of sanitary system, Brownville, est., $258,900. Charles R. Fullager, mayor.—Proj. #P-3080, plans for construction of sanitary facilities, Silverton, est., $254,500. Elmer Johnson, mayor.—Plans for new Piedmont Postal Station, Portland, including 16,500 square feet for parking-maneuvering area.—Procurement, by Supt., National Park Service, Fort Clatsop National Memorial, Astoria, for construction of main road and spurs, boundary fence, cattle guard, and utilities.

PA—Proj. #36-CH-91(D), plans for construction at the University of Pittsburgh, Pittsburgh, est., $13,774,750. Walter F. Veih, Asst. Chancellor for Business Affairs.—Proj. #P-3268, plans for construction of public school, Oxford, est., $1,457,530. Vernon H. W. Dessenberger, Supervising Principal, Oxford Area Joint School Dist.—Proj. #CH-116(D), plans for construction at Saint Vincent College, Latrobe, est., $1,545,000. Denis Strittmaster, Chancellor.—Proj. #CH-

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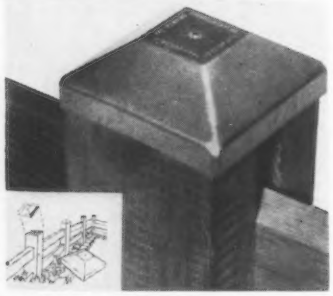

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TAX POINTERS—from Page 20

Customers had to make a deposit to insure the return of the cylinders. The deposit required by duPont was actually higher than its cost for the cylinders, as a way of inducing customers to return them. The terms of sale provided that the cylinders remained duPont property and were merely on loan. If the cylinders weren't returned in good condition, the deposit was forfeited. The cylinders were depreciated by duPont over a 20-year useful life.

In 1950, duPont determined how many cylinders had been kept by customers for three years or more. It then transferred the deposit liabilities on these cylinders to income and reduced that figure by the depreciated cost of these containers. The resulting $442,000 profit was reported as a *long-term capital gain.*

The Treasury, unsuccessfully, used the following arguments to justify taxing the profit as *ordinary income*:

1. The cylinders are held primarily for sale to customers.

No, said the court, they are in the same class as other delivery equipment, such as tanks or trucks.

2. Even if the cylinders aren't held primarily for sale to customers, they are an integral part of the business. Therefore, under the Supreme Court's expanded theory of non-capital assets, the profit on their sale is ordinary income.

The court answered that this doctrine hadn't yet been applied to *depreciable business property.* While admitting that in certain situations the disposition of depreciable business property might be close enough to the main source of business income to qualify as ordinary income, the court held it wasn't so in this case.

3. The forfeited deposits didn't result from a sale or exchange, without which there can't be a capital gain.

The court held that the transaction *did* qualify as a sale or exchange. Unlike the case of breakable containers such as bottles, the cylinders were still in existence when the deposits were appropriated. Thus there was an exchange of property.

The court agreed that duPont could, therefore, report the $442,000 profit as capital gain. The court distinguished an earlier Tax Court case which treated deposits as ordinary income on the ground that the containers (bottles) had already been destroyed when the deposits were forfeited.

Recommendation: This decision may make it advisable to switch to the lease-deposit method of handling returnable containers, if practical.

If the lease-deposit method has been used, and forfeited deposits have been reported as ordinary income, consider submitting refund claims for past years, especially if the container is a long-lived item. And, of course, current returns would also treat the deposits as capital gains under the duPont decision. (But note that until the Treasury agrees with this case, reporting forfeited deposits as capital gain may invite litigation.)

Dry Kiln Manual Issued

A 197-page illustrated manual, "Dry Kiln Operator's Manual," directed primarily to owners and operators of dry kilns, was just issued by the U. S. Department of Agriculture.

It was authored by E. F. Rasmussen, dry kiln specialist at the Forest Products Laboratory, Madison, Wis., with contributions from wood seasoning experts at the Laboratory and other units of the Forest Service.

The Forest Products Laboratory pioneered research on modern forced-air-circulation dry kilns in the Twenties, and holds basic public patents on them. The "Manual" summarizes much research and development done since that time, both at the federal laboratory and elsewhere. All aspects of wood seasoning are covered to some extent in this manual.

Selecting the right masonry anchor and anchoring method is the subject matter of a new eight-page booklet, "Install It for Less," issued by The Rawlplug Co., Inc., 200 Petersville Rd., New Rochelle, N. Y.

A new "American Standard Specification for the Installation of Ceramic Tile with Dry-Set Portland Cement Mortar," the result of four years of development, has been approved by the American Standards Association, 10 E. 40th St., New York 16, N. Y., from whom the publication is obtainable.

Reynolds Metals Co., 6601 W. Broad St., Richmond 18, Va., has appointed Eugene I. Deas as its product director, building products, in residential, farm, and commercial building products.

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SPECIFICATIONS—from Page 21

less than 4½ inches in diameter conforming to the requirements for timber posts as specified under Fencing Materials, 7.22, or 4 by 4 inch sawed lumber of a quality equal in durability to that of the posts, and free from large knots, splits, rot and other defects.

Anchoring and Bracing Steel Posts.—The end, corner, gate, angle, intersection or intermediate braced posts shall be set in blocks of concrete at least 18 inches square and 3 feet 6 inches deep. The braces shall be set in at least an 18-inch cube of concrete. The end and gate posts shall be braced in the direction of strain with one brace. The corner, angle and intermediate braced posts shall be braced in both directions. The intersection posts shall be braced in three directions. The braces shall be securely fastened to the post near the top. The concrete shall be Grade B conforming to the requirements specified under Concrete, 5.05.

At all grade depressions and alignment angles where stresses tending to pull the posts from the ground are created, the line posts shall be anchored in place by casting a block of concrete at least 18 inches square and 2 feet 6 inches deep around the bottom of the post.

(d) Erection and Fastening of Fabric.—The wire fabric shall be stretched taut and securely fastened to each post with the bottom of the fabric approximately 2 inches above ground. The proper tension is obtained when the curvature of the tension loops have been reduced about one half. Splicing will be permitted at posts only. Each horizontal strand of wire shall be wrapped completely around the end, corner or gate post and securely fastened by winding the end about the wire where it leads up to the post.

The fence shall be attached to each wood post by at least one staple for each horizontal strand and as many additional staples as may be required to secure the wire firmly to the post.

Staples shall be made of No. 9 gauge galvanized steel wire and shall be not less than 1½ inches in length for soft wood and not less than one inch for hard wood posts.

The fence shall be securely fastened to each metal post with at least six galvanized wire clamps.

(e) Erection of Gates.—Driveway and walk gates meeting the requirements as specified under Fencing Materials, 7.22, shall be erected in an approved manner at the locations shown on the plans or as directed by the Engineer.

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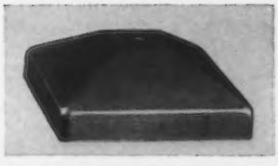
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AWARDS—from Page 25

142, plans for construction at University of Scranton, Scranton, est., $350,000. John J. Long, Pres.—Proj. #CH-126(D), plans for construction at Lycoming College, Williamsport, est., $1,400,000. D. Frederick Wertz, Pres.—Proj. #CH-136(H), plans for construction at Montefiore Hospital Association of Western Pennsylvania, Pittsburgh, est., $650,000. Sidney M. Bergman, Exec. Dir.—Proj. #P-3264, plans for construction of elementary school, Etters, est., $551,000. Harry B. Gorton, Supervising Principal, Red Land School Dist.—Proj. #CH-121(S), plans for construction at Muhlenberg College, Allentown, est., $1,155,000. J. Conrad Seegers, Pres.—Plans for construction of new post office, Monogahela, including 6,689 square feet for parking-maneuvering area; and at Warminster.

PUERTO RICO—Award, by Post Office Department, to Mr. and Mrs. Efrain Perez, for new post office building, Yabucoa, includes 7,367 sq. ft. parking and maneuvering area.

R.I.—Urban Renewal, 54-acre "Weybosset Hill" project, Providence, est., $5,000,000. James F. Reynolds, Exec. Dir., Redevelopment Agency, 10 Dorrance St.

S.C.—Proj. #PFL-220, construction of sanitary system now in progress, West Pelzer, est., $260,486. William Arthur Davis, mayor.—Plans by Post Office Department for construction of new post office building, Sumter, will include 33,500 sq. ft. for parking and maneuvering area.

S.D.—Award, by Post Office Department, to Capital Properties, Inc., Washington, D.C., to construct new post office building, Mitchell.

TENN—Proj. #PFL-III-155(Rev), plans for construction of water works system, Sunbright, est., $165,000. Dwight Ellis, Pres., Sunbright Utility District.—Proj. #CH-46 (D), plans for construction at University of Tennessee, Knoxville, est., $985,000. Dr. A. D. Holt, Pres.—Urban Renewal, 9-acre "Town Center" project, Clinton, est., $408,006. D. P. Covington, Urban Renewal Dir., Municipal Bldg.—Proj. #CH-43(DS), plans for construction at Tennessee Wesleyan College, Athens, est., $950,000. Ralph W. Mohney, Pres.—Urban Renewal, 138-acre "Medical Center" project, Memphis, est. net cost, $13,582,177. W. M. Simmons, Exec. Dir., Memphis Housing Authority, P. O. Box 68.—Proj. #PFL-212, plans for construction of new water system, Carter County, est., $235,000. Jack T. Thompson, Pres. Watauga Utility Dist. of Carter County.—Proj. #CH-42(D), plans for Construction at Knoxville College, Knoxville, est., $840,000. Dr. James A. Colston, Pres.—Proj. #P-3032, plans for construction of sanitary system, White Pine, est., $256,-859. H. L. Gooch, mayor.—Proj. #CH-39(D), plans for construction at Vanderbilt University, Nashville, est., $3,000,000. Harvey Branscomb, Chancellor.

TEX—Proj. #CH-122(DS), construction now in progress at the University of Dallas, Irving, est., $1,175,000. Robert Morris, Pres.—Proj. #CH-127(D), plans for construction at Texas Southern University, Houston, est., $1,000,000. A. L. Palmer, Bus. Mgr.—Proj. #PFL-180, plans for construction of water system, Buffalo Gap, est., $69,000. C. P. Hendrix, mayor.—Proj. #CH-131(DS), plans for construction at South Plains College, Levelland, est., $200,000. Dr. Thomas M. Spencer, Pres.—Proj. #CH-118(D), plans for construction at Trinity University, San Antonio, est., $1,163,000. Derwood L. Hawthorne, Pres.—Proj. #P-3099, plans for street improvements, Eden, est., $180,000. M. J. Green, mayor.—Proj. #PFL-181, plans for construction of water and sanitary facilities, Joshua, est., $350,000. J. O. Murphree, Pres., Board of Supervisors.—Proj. #P-3097, plans for construction of storm drains and street improvements, Sansom Park Village, est., $1,000,000. Jack B. Mauldin, mayor.—Proj. #CH-117(D), plans for construction at Jarvis Christian College, Hawkins, est., $440,000. Dr. J. O. Perpener, Exec. Vice Pres.—Proj. #PFL-182, plans for construction of sanitary system, Petrolia, est., $115,000. D. W. Cooper, mayor.—Urban Renewal, 17-acre "South Alamo" project, Marshall, est. net cost, $233,059. Cleve B. Jobe, Exec. Dir., Urban Renewal Agency of Marshall, 210 N. Lafayette St.—Urban Renewal, 252-acre "South Donna No. 1" project, Donna, est., $494,000. Earle F. Gallagher, Exec. Dir., Donna Urban Renewal Agency, 911-A Miller Ave.—Urban Renewal, 120-acre "Gateway City No. 2" project, Edinburg, est. net cost, $981,582. D. D. Gensemer, Exec. Dir., Urban Renewal Agency of Edinburg, 311½ S. Closner.—Award, by Post Office Department, to Seymour Rubin, Miami Beach, Fla., for new post office building, Palestine, includes 11,818 sq. ft. of parking and maneuvering area.—Award, by Post Office Department, to C. H. and Shirley T. Leavell, El Paso, for new post office building, El Paso, including 194,222 sq. ft. of parking, maneuvering and driveway area.—Proj. #P-3101, plans for construction of multiple-purpose dam and reservoir, Toledo Bend, est., $60,000,000. John W. Simmons, Vice Pres. & Gen. Mgr., Sabine River Authority of Texas.—Proj. #P-3102, plans for construction of water system, Port Mansfield, est., $567,000. Charles R. Johnson, Port Director, Willacy County Navigation Dist.—Proj. #CH-124(D), plans for construction at Texas Western College, El Paso, est., $1,000,000. Joseph M. Ray, Pres.—Award, by Post Office Dept., to Frates & Harris, Fort Worth, to construct new Berry Street Postal Station, Fort Worth; annual rental, $16,500 for basic 20-year period.—Award, by Post Office Dept., to Meyerson Construction Co., Houston, for construction of new post office, Texas City.

UTAH—Proj. #P-3018, plans for additions and improvements to sanitary system, Moab City, est., $242,300. K. E. McDougald, mayor.—Proj. #P-3019, plans for additions to water supply system, Moab City, est., $446,364. K. E. McDougald, mayor.—Proj. #P-3022, plans for construction of storm drainage system, Roy, est., $610,000. O. Dean Parker, mayor.—Proj. #P-3024, plans for construction of dam on White River, Wasatch County, est., $514,-000. S. V. Litizzette, Chmn., Price River Water Improvement District.—Proj. #P-3023, plans for construction of storm drainage system, Sunset City, est., $298,650. Michiel F. Burson, mayor.

VT—Proj. #CH-15(D), plans for construction at Windham College, Putney, est., $236,-000. Dr. Walter Hendricks, Pres.—Proj. #P-3058, plans for construction of sanitary facilities. Woodstock, est., $550,000. Franklin S. Billings, Jr., town attorney.—Proj. #CH-17(D), plans for construction at Vermont College, Montpelier, est., $816,000. Dr. Ralph E. Noble, Pres.—Proj #CH-16(D), plans for construction at Trinity College, Burlington, est., $620,000. Mother Mary Emmanuel, Pres.—Proj. #P-3060, plans for construction at the University of Vermont and State Agricultural College, Burlington, est., $6,543,000. Dr. John T. Fey, Pres.

VIRGIN ISLANDS—Award, by Post Office Department, to Capital Properties, Inc., Washington, D.C., for new post office building, Frederiksted, St. Croix, including 14,000 sq. ft. of parking and maneuvering area.

VA—Urban Renewal, 2-acre "Mid-Downtown" project, Lynchburg, est., $220,925. Robert D. Morrison, Exec. Dir., Lynchburg Redevelopment & Housing Authority.—Proj. #P-3049, plans for addition to Parker Gray High School, Alexandria, est., $190,-700. T. C. Williams, Supt. of Schools.—Proj. #CH-27(S), plans for construction at Roanoke College, Salem, est., $350,000. Clarence P. Caldwell, Jr., Bus. Mgr.—Proj. #CH-22(DS), plans for construction at Marymount College, Arlington, est., $1,-200,000. Mother M. Michael Murphy, Treas., 2807 N. Glebe Rd.—Proj. #CH-24(D), plans for construction at Emory and Henry College, Emory, est., $480,000. T. L. Porterfield, Bus. Mgr.—Proj. #CH-23(D), plans for construction at Sweet Briar College, Sweet Briar, est., $919,000. Anne Gary Pannell, Pres.—Urban Renewal, 19-acre "Vinegar Hill" project, Charlottesville, est. net cost, $1,151,321. E. R. Slaughter, Chmn., Charlottesville Redevelopment & Housing Authority, 409 E. Market St.

WASH—Proj. #CH-40(D), plans for construction at University of Puget Sound, Tacoma, est., $900,000. R. Franklin Thompson.—Proj. #CH-47(DS), plans for construction at Seattle Pacific College, Seattle, est., $1,765,000. Dr. C. Dorr Demaray, Pres.—Proj. #P-3127, plans for construction of sanitary system, Washougal, est., $800,000. R. F. Blair, Jr., mayor.—Proj. #CH-45(D), plans for construction at Western Washington College of Education, Bellingham, est., $1,800,000. Dr. James L. Jarrett, Pres.—Proj. #P-3122-3123, plans for construction at Western Washington College of Education, Bellingham, est., $1,261,000 and $898,000. Dr. James L. Jarrett.—Proj. #P-3129, plans for construction of sanitary facilities, Goldendale, est., $113,500. George B. Nesbitt, mayor.—Proj. #P-3125, plans for construction of West Side sanitary plant, Seattle, est., $17,262,000. C. Carey Donworth, Chmn. of the Council, Municipality of Metropolitan Seattle.—Proj. #P-3134, 3135, plans for construction of highway bridge and storage facilities for city equipment, Tacoma, est., $4,000,000. Ben Hanson, mayor.—Plans for construction of Primate Research Center, University of Washington, Seattle, est. for operation and construction, $1,539,014. Public Health Service, Bethesda 14, Md.—Award, by Washington Highway Dept., to Fiorito Bros., Seattle, for highway work including fencing, state highway in Snohomish County, total contract cost, $742, 827.

W.VA.—Proj. #CH-38(D), plans for construction at Davis and Elkins College, Elkins, est., $350,000.—Proj. #CH-40(S), plans for construction at West Virginia Wesleyan College, Buckhannon, est., $1,060,000. Stanley H. Martin, Pres.—Proj. #P-3037, 3038, plans for construction of water facilities, Weirton, est., $2,500,000. Edward A. Ewing, City Mgr.—Proj. #P-3035, plans for construction of water system, Follansbee, est., $341,470. Edmond T. Zimmerman, Chmn., Hooverson Heights Public Service District.

WIS—Proj. #CH-55(D), construction now in progress at eight state colleges, as follows: Eau Claire, est., $692,000; LaCrosse, est., $577,000; Menomonie (Stout College), est., $584,000; River Falls, est., $442,000; Oshkosh, est., $1,301,000; Platteville, est., $1,340,000; Stevens Point, est., $1,150,000; Whitewater, est., $1,164,000. Eugene R. McPhee, Secy-Treas., Wisconsin State Colleges Building Corp., Madison.—Award, by Post Office Department, to Michael Chernick, Detroit, Mich., for new post office building, Stevens Point, including 27,281 sq. ft., for parking, maneuvering, and driveway area.—Plans for construction of Primate Research Center, University of Wisconsin, Madison, cost for construction and initial operation, $1,644,540. Public Health Service, Bethesda 14, Md.

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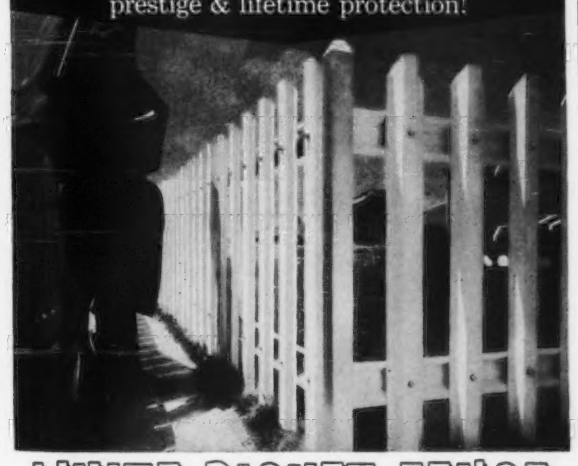

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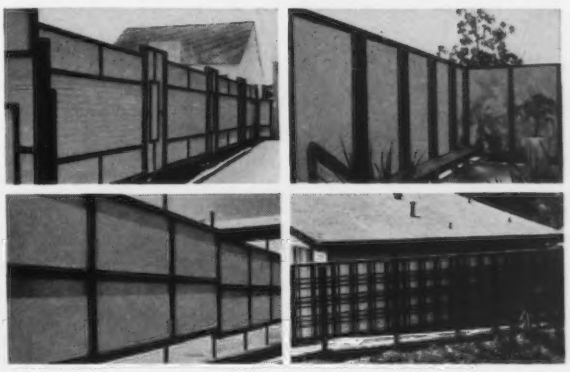

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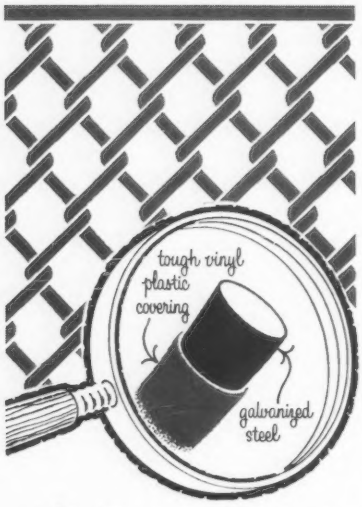

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News Items . . .
Timely and Informative
MORE NEWS—Pages 22, 23, 26

Aluminum Nameplate Products Corp. is now located at 32-01 57th St., Woodside 77, N. Y., where a 30,000 square foot building houses all the manufacturing facilities under one roof.

John Clatfelter, former president of Tri-Set, Inc., advises that he has established residence in Florida, at 73 Patricia St., Dunedin, Fla.

Guardian Fence, 4315 Detroit Ave., Toledo, Ohio, recently suffered fire damages estimated at $20,000, according to Bertrand C. Marleau, head of the firm.

Edwin G. Hintz reports that he has purchased the Hurricane Fence Co. branch in Eau Gallie, Fla., and moved the operation to a new location in that city, at 441 Harbor City Blvd.

The Masonite Corp., 111 W. Washington St., Chicago 2, Ill., has issued a free booklet (aimed at homeowners) which illustrates and describes a variety of decorative fences (made of Masonite hardboard), and portable and stationary screens.

Master Bilt Chain Link Fence Co., 380 S. Atlantic Blvd., Los Angeles, Calif., has been invited by U. S. customs at Los Angeles harbor to bid on an interior fencing project—10-foot high movable paneling on casters.

Midstates Panel-Vent Fence Co. last month moved from its former location in Melrose Park, Ill., to 515 Factory Rd., Addison, Ill.

Mills Fencing Co., 5545 E. Gage, Bell Gardens, Calif., now has a branch at 13827 Highway 66, Victorville, Calif.

Peterson Brothers, Carney, Mich., has purchased the equipment and assets of Northern Rustic Fencing Co., Amberg, Wis., according to an announcement by Hugh Krueger, the former owner and seller of Northern Rustic.

Reynolds Metals Co., 6601 W. Broad St., Richmond 18, Va., has named Theodore R. Armstrong as its director of distribution, architectural and building products.

The Standards Association of Australia is issuing revised standards for hot dip galvanized steel fencing wire and barbed wire.

Storm Fence Co., 3350 Bayou Dr., Pensacola, Fla., is the new name of the firm being operated by Sherman Barnes, formerly at 3355 Bayou Dr.

White Construction Co., Inc., Chiefland, Fla., recently completed a $1.4 million job (including fencing) on 4.5 miles of Interstate Route 10 in Baker County, west from the St. Mary's River.

Calendar of Trade Show Events

Western Plant Maintenance & Engineering Conference, Jul. 18-20, 1961, Pan Pacific Auditorium, Los Angeles, Calif.

National Hardware Show, Oct. 2-6, McCormick Place, Chicago, Ill. Arrangements have been made with the Pennsylvania Railroad to piggyback exhibits from McCormick Place to the Coliseum in New York City, for the Eastern Lawn, Garden, and Allied Products Trade Show, Oct. 20-22.

Industrial Building Exposition & Congress, Sept. 25-28, New York Coliseum, New York City. Management: Clapp & Poliak, Inc., 341 Madison Ave., New York 17, N. Y.

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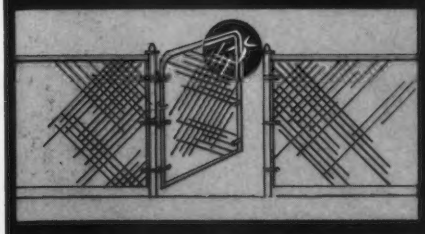

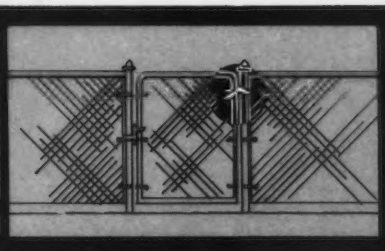

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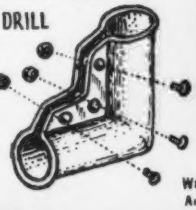

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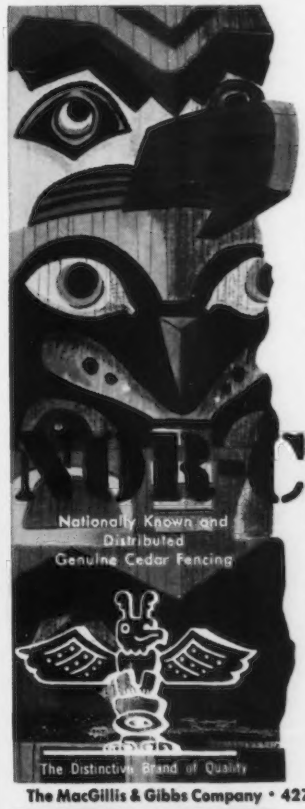

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• MAINTENANCE-FREE — never rusts — never requires costly painting
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Here is a real profit opportunity for you. Be the first in your area to introduce this high value Nichols 1" Mesh Beauty Guard Aluminum Fence — the new, modern fence designed to protect children, pets and gardens and at the same time provide "beautiful privacy" to any residential enclosure. The first installation will sell many others in the same neighborhood. Write for our new "Beauty Guard" brochure today.
For the ultimate in maintenance-free, rustproof, permanent protection, NICHOLS offers a complete line of high-strength aluminum alloy posts, pipe and fittings for an all aluminum fence.
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Fabric illustration above is full size — 1" x 1"